

Collier's

THE NATIONAL WEEKLY



ALUMNI ASSOCIATION
PROPERTY..
DO NOT TAKE FROM ALUMNI ROOM.

Containing
**Outdoor
America**

The *Paige-Detroit* for 1911

Fully guaranteed for one year

4-Cycle, 4-Cylinder Motor

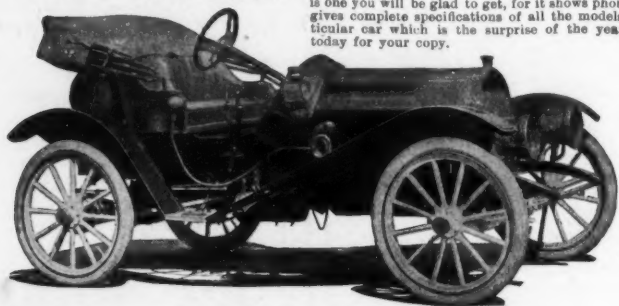
Full 25 H. P.

\$800

PAIGE-DETROIT MOTOR CAR CO., 238 21st St., Detroit, Mich.
Please send us photographs of your Special Proposition for Agency specifications and your

CATALOG COUPON
PAIGE-DETROIT MOTOR CAR CO., 238 21st St., Detroit, Mich.
Gentlemen: Please send me your illustrated catalog

CATALOG READY—We have prepared a book telling the whole story and it is one you will be glad to get, for it shows photographs and gives complete specifications of all the models of this particular car which is the surprise of the year. Write us today for your copy.



Roadster, \$800. With full equipment as shown, \$875

WE present for 1911—in addition to the car manufactured last year—two chassis with a variety of runabout and touring car bodies shown in our catalog C.

The Paige-Detroit is a car that any man would be proud to own—a handy car for the man who owns big cars and a snappy "big little" car of high efficiency and individuality for any man to own.

Why This Is a Good Car For Everyone To Own

The Paige-Detroit is a car which is worth the money as an economy: while high-power cars costing five or six times as much are luxuries.

Owing to the small cost of maintenance and the ease of handling in the city it is an economical and handy car to go about in.

SPECIFICATIONS

Wheel Base—Touring Car 104 inches. Roadster 90 inches.
Axles—Front, I-beam drop forgings. Rear axle semi-floating, nickel steel roller bearings.
Frame—Pressed Steel.
Motor—4 cylinder, 4 cycle, cast in bloc. Bore, 3 3/4 inch. Stroke, 4 inches.
Valve Arrangement—On left hand side, 5-16 inch lift 1 9-16 inch valve diameter drop forge integral cams.
Ignition—Bosch magneto fixed spark.
Lubrication—Splash. Constant level maintained by plunger pump operated from cam shaft.
Cooling—Thermo syphon.
Clutch—Multiple disc, operating in oil bath.
Change Gear—Sliding selective.
Speeds—Touring Car, three forward—one reverse. Roadster, two forward—one reverse; ball-bearing transmission in Touring Car. All gears and shaft heat-treated nickel steel.
Brakes—10 inch internal expanding and external contracting on pressed steel drums on rear wheels. Brake rod carried inside frame.
Road Clearance—9 3/4 inches under axles.
Prices—Roadster \$800, Touring Car (with detachable tonneau) \$900. Coupe \$1250—F. O. B. Detroit.

Besides it takes up very little room in the garage.

It requires no chauffeur—anybody in the family can drive it. It is easy to crank and to handle.

It's such a useful car that many corporations are buying them for their salesmen and officers as general utility vehicles.

The maintenance cost is low—tires last a long time—mechanism is simple—there are few repairs because all parts are light and strong—will travel 250 miles on one tank of gasoline.

It has all the ordinary advantages of the large car without their disadvantages—for instance—it will turn in a much smaller circle than a large car.

Most small cars rock and tip easily, very much to the discomfort of the occupants.

With our spring suspension, however, the seat stays level and allows the car to ride easily over all bumps and ruts of the road.

Plenty of Reserve Power

While most small cars have a small engine we believe in the doctrine of reserve power.

Reserve strength is always a source of satisfaction whether in a bank, army or automobile.

For those who want accurate figures we will say that the A. L. A. M. rating for our motor is 22 1/2 h. p. yet it develops 27 h. p. under test—from eight to ten horsepower more than other cars of this class possess.

A Word About Our Guarantee

We guarantee our car for one year. This is a definite guarantee, nothing misleading or contradictory. We will furnish a new part for any part found defective in material or workmanship if the old part is returned to our factory for inspection, freight prepaid. This refers to all parts of the car, but not accessories and tires, these are guaranteed by makers. This guarantee is for one year from the date of the purchase of the car and is made to protect both dealer and buyer against imperfections which may be found even in the highest priced cars.

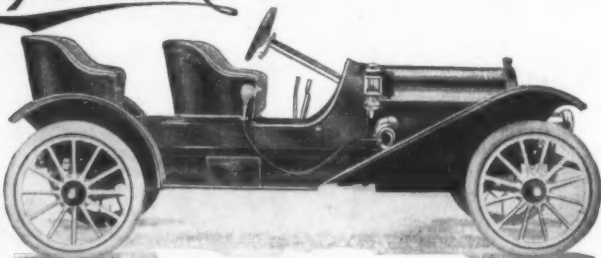
Repair Parts At Cost

We will furnish all repair parts at cost price—something which no other automobile manufacturer has ever offered to do. We are satisfied with one profit and don't want two. We do want satisfied owners.

Will Continue 2-Cycle Motor

We shall continue to make our 2-cycle motor. We firmly believe in its efficiency and future—but we have been forced by the larger demand for the 4-cycle type to make this our leader. Either type of motor can be furnished.

Paige-Detroit Motor Car Co. 238 Twenty-first Street DETROIT, MICHIGAN



Touring Car, \$900. With detachable rear seats. Can be used for depot or marketing

70¢

Worth of

"Holeproof" Yarn

—and of Common Yarn

We pay an average of 70c per pound—the top market price—for the yarn used in Holeproof Hose. We could buy two and a half times as much of common yarn for the same money. But ours is 3-ply Egyptian and Sea Island long fibre cotton, the very finest yarn obtainable.

That's why "Holeproof," though softer and lighter, are still the strongest hose on the market.

We use the latest and best machines for the "Holeproof" process of knitting.

Several machines were imported simply to better a half-inch stitch.

FAMOUS
Holeproof Hosiery
FOR MEN WOMEN AND CHILDREN

"Holeproof"—the original guaranteed hose—have 38 years of hose-making experience back of them.

The first pair of guaranteed hose ever made were produced in the "Holeproof" factory twelve years ago. Since then the business has multiplied more than fifty times, solely because of the worth of the goods.

We spend \$55,000 a year merely to see that each pair of "Holeproof" is perfectly made. 133 people—all non-producers—do nothing but inspect all day.

Our enormous output and direct plan of selling—from factory to dealer to you—enable us to give you this quality at the price you pay for common hose—\$1.50 up to \$3.00 (according to finish and weight) for six pairs guaranteed six months. These advantages also enable us to make hose so good that we

can guarantee six pairs six months.

You don't know what you are missing until you give "Holeproof" a thorough trial.

Don't judge "Holeproof" by poor imitations, hose made solely to sell on our advertising. Get the original guaranteed hose—the genuine "Holeproof" bearing the trade-mark shown below and the signature

Carl Fuschl, Pres.

The genuine "Holeproof" are sold in your town.

We'll tell you the dealers' names on request or ship direct where we have no dealer, charges prepaid on receipt of remittance.

Write for free book, "How to Make Your Feet Happy."



Reg. U. S. Pat. Office, 1906

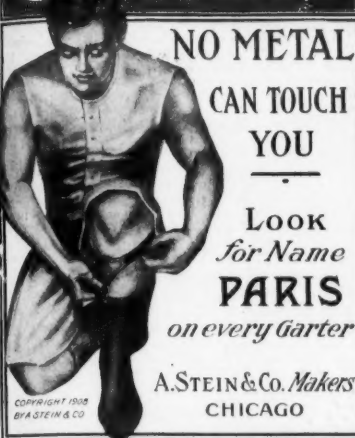
Carl Fuschl, Pres.

Holeproof Hosiery Co. 813 Fourth Street Milwaukee, Wis.

Tampico News Co., S. A., City of Mexico, Agents for Mexican Republic

Are Your Hose Insured?

PARIS GARTERS



**NO METAL
CAN TOUCH
YOU**

Look
for Name
PARIS
on every Garter

A. STEIN & Co. Makers
CHICAGO



SURBRUG'S ARCADIA MIXTURE

In each pound there are three to four hundred pipefuls—it costs \$2.00 per pound—three-quarters of a cent a pipe.

If you smoke five pipes a day it's less than four cents—five hours of pleasure for four cents—certainly ARCADIA is cheap enough for you to smoke.

Send 10 Cents for a sample of the most perfect tobacco known.
THE SURBRUG CO., 81 Dey Street, New York

YOU

cannot find elsewhere, at any price, this gun's equal in shooting qualities, material or workmanship.

Our experts target and test every gun on our own shooting range.

Genuine imported Damascus Barrel. 24 to 32 inches. Full length top rib gives instantaneous sight and takes the glare off barrel. Hammerless non-clogging action. Hinged breech block. All working parts covered up. No danger of shell back-firing and injuring shooter. Taken down immediately without tools. Black walnut stock. Fine finish. 12 and 16 gauge. Bore and drop of stock optional. No extra charge for any feature named. Sent with privilege of examination if desired.

Send for our free book describing our repeating and double-barreled shot guns.

The Union Arms Co.
414 Auburndale, Toledo, O., U. S. A.

\$18

"Six shots in four seconds"

THE AMERICAN BOY

The typical boys' magazine. Full of the topics which delight boy nature—how to make useful things; practical talks and diagrams on electricity, wireless, photography, popular science and nature study, clean sports; history, biography and current events; and a hundred other things. Beautifully illustrated. Endorsed by 250,000 bright boys, and half a million careful parents.

Only \$1.00 for a full year.
10c a copy at news-stands.

THE SPRAGUE PUBLISHING CO.
110 Majestic Bldg., Detroit, Mich.

JUST RIGHT FOR YOUR BOY

Collier's

Saturday, January 14, 1911

Cover Design	Drawn by W. H. Loomis	
The Melting Snows. Frontispiece	Photograph by John Kabel	6
Editorials		7
What the World Is Doing—A Pictorial Record of Current Events		9
The American Newspaper		12
Outdoor America, Edited by Caspar Whitney		
From Coast to Coast by Automobile	A. L. Westgard	13
The Man and His Horse	Illustrated with Photographs David Buffum	14
The End of Free Land	Illustrated with a Photograph Agnes C. Laut	15
The Art of Figure Skating	Illustrated with a Map Irving Brokaw	16
The Game of Duck Shooting	Illustrated with Photographs Percy M. Cushing	17
Vegetable Gardening in Tubs	Illustrated with Photographs Martha McCulloch-Williams	18
A Raging Rogue Elephant	Illustrated with Photographs Major F. R. Burnham	18
Tragedies in Bird Life	Illustrated with Photographs William L. Finley	19
Comment on Congress	Mark Sullivan	20
The Sportsman's View-Point	Caspar Whitney	22
Comment on the \$50,000 Verdict		25
The Average Man's Money		26
More Letters on the Cost of Living		27
The Servant—In House and Hotel		30

VOLUME XLVI

NUMBER 17

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Four Door Bodies and Demountable Rims on all 1911 Models
High Tension Ignition — Shaft Drive — Four Speeds
The 30 Four Cylinders \$5500—The 48 Six Cylinders \$4800
Prices include Tops and Demountable Rims. Complete information on request

The Locomobile Company of America
Boston, New York, Philadelphia, BRIDGEPORT, CONN., Chicago, Washington, San Francisco

THE BEST BUILT CAR AMERICA



THE first essential to hair health is a clean, well-nourished, healthy scalp, and this is best secured and maintained by systematic shampooing with

Packer's Tar Soap

Why? Because Packer's Tar Soap embodies the health-giving virtues of the southern pines, suitably combined with other hygienic and cleansing agents. It promotes normal scalp conditions, thus restoring and maintaining the health of the hair.

How Often? Men who have healthy, lustrous hair shampoo once a week with Packer's Tar Soap. If the conditions are unhealthy, the shampooing should be more frequent. Read the booklet mentioned below.

How? Wet the hair with warm water, make a lather of Packer's Tar Soap, and apply to the hair. Then work the lather into the whole scalp, using a gentle rotary or kneading motion. Rinse thoroughly in warm water graduating to cold; then dry.

Send for our booklet of practical information "How to Care for the Hair and Scalp." Mailed free on request.

PACKER MFG. CO.
Suite 88, 81 Fulton St., New York





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SENTRY AT AN
ATLANTIC COAST FORTRESS

On \$15 a month 25c a cake for soap

Sentries of the U. S. Army, forced to stand the raw biting coast-winds, use Woodbury's Facial Soap for relief after exposure.

U. S. Battleships carry between 7000 and 8000 cakes of Woodbury's a year.

Prepared by the greatest skin specialist known, Woodbury's Facial Soap does more for your skin than anything you can use.

An unvarying use of Woodbury's will keep your skin in an active, healthy condition in which it resists results from exposure.

Woodbury's Facial Soap costs 25c a cake. No one hesitates at the price after their first cake.

For 4c we send a sample cake of Woodbury's. For 10c, samples of Woodbury's Facial Soap, Woodbury's Facial Cream and Woodbury's Facial Powder.—Write today. THE ANDREW JERGENS CO., Dept. J, Spring Grove Ave., Cincinnati.

Woodbury's Facial Soap

For sale by
Dealers everywhere



ERICKSON LEG

Does not chafe, overheat or draw end of stump

Send for new Catalog "C"

THE LARGEST LIMB FACTORY IN THE WORLD
E. H. ERICKSON ARTIFICIAL LIMB CO.
9 Washington Ave. N. Minneapolis, Minn.

Weekly letter to readers on advertising No. 1

I AM going to show the important part advertising plays in modern periodical publishing

- to you, the reader
- to the advertiser
- and to the publication.

I will take this up, step by step, every week, in a quarter-page announcement addressed to the readers of Collier's.

The actual value of this quarter-page is \$400, or \$20,400 for the fifty-one issues remaining in 1911, a large amount of money, but insignificant when considered as a means to an end.

You and the advertiser and ourselves are necessary to each other. We're selfish enough to see that the publication can not attain its highest effectiveness without a perfect mutual confidence.

F. L. Patterson

Manager Advertising Department

Paint Without Oil

Remarkable Discovery That Cuts Down the Cost of Paint Seventy-Five Per Cent.

A Free Trial Package is Mailed to Everyone Who Writes

A. L. Rice, a prominent manufacturer of Adams, N. Y., has discovered a process of making a new kind of paint without the use of oil. He calls it Powderpaint. It comes in the form of a dry powder and all that is required is cold water to make a paint weather proof, fire proof and as durable as oil paint. It adheres to any surface, wood, stone or brick, spreads and looks like oil paint and costs about one-fourth as much.

Write to Mr. A. L. Rice, Manuf'r., 445 North St., Adams, N. Y., and he will send you a free trial package, also color card and full information showing you how you can save a good many dollars. Write to-day.

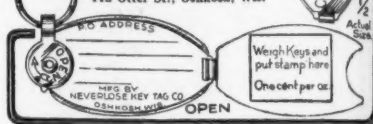
KEY INSURANCE

The NEVER-LOSE KEY TAG will promptly return your keys, when lost, because the finder is put to no trouble or expense. Unique reversing device protects owner's name and address (and postage stamp)—and these are readily exposed for mailing. Tag is small, neat, made of German Silver, lasts a lifetime. Send 10c for one, prepaid.

Agents Wanted—Everywhere Big Profits.

Every man buys on sight. Write for particulars, enclosing 10c for sample (money refunded on first order).

Never-Lose Key Tag Co.,
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without a cent deposit, enjoy the freight and allow 10 DAYS' FREE TRIAL. IT ONLY COSTS you cent to loan our highest grade 1911 model bicycles.

Do not buy a bicycle or a pair of tires from anyone at any price until you write for our large Art Catalog and learn our wonderful proposition on first sample bicycle going to your town.

Rider Agents everywhere are making big money exhibiting and selling our bicycles. We sell cheaper than any other factory.

TIREB, Coaster-Brake rear wheels, lamps, repairs and all sundries at half price. Do Not Wait! Write today for our special offer. MEAD CYCLE CO., Dept. G-54, CHICAGO



PREFERRED EQUIPMENT OF AMERICA'S BEST CARS

Firestone

NON-SKID TIRES

Ensure Safety on Slippery Streets

Quick-Detachable
DEMOUNTABLE RIMS
Abolish Tire Delays



Look at the rubber lettering that stands right out on the tread of this tire.

Such a mass and variety of non-skid angles, edges, hollows and sides cannot be found on any other tire. No other tire can stop your slipping and skidding so effectually as the Firestone Non-Skid.

The tread is tough Firestone tread-rubber, as thick as a regular tire of other make, plus this heavy Firestone lettering.

For all this extra rubber, non-skid protection and tire service, the price averages only 6% more than our regular smooth tread tires.

Can you afford the risk of not using Firestone Non-Skid Tires?

For Quick tire-changing without hard work or pumping up, the equipment pre-eminent today is the Firestone Demountable Rim.

Its strongest advocates are the former users of other demountable rims. The quick detachable feature abolishes the staybolt nuisance and permits any number of tire-changes without even demounting rim from wheel. The base of the Firestone rim is solid—not split—water cannot enter and ruin case and tube. Neither rust nor hard usage can impair the efficiency of this rim. Send us your name and let us show you why Firestone Demountable Rims are the most practical of all in actual service.

Have your car equipped right now with Firestone Demountable Rims, putting Non-Skids on the rear and carrying your used tires as spares

THE FIRESTONE TIRE & RUBBER CO.

"America's largest exclusive tire makers" AKRON, OHIO and all principal cities



Keep
in
close
touch
with
your
men



YOUR business runs best when you are in close touch with every department—every employee—every job going through. You can do this without leaving your office simply by installing a system of

Western Electric Inter-phones

They cut out the walking around, the worry, the uncertainties that arise in managing things.

Inter-phones are made only by the Western Electric Company. They can be installed complete, including labor and all materials at a cost ranging from \$6 to \$30 per station, depending upon the type of equipment selected.

They last a lifetime, and cost less than one cent a week per station to keep in perfect working order.

Investigate Inter-phones. They are a paying investment whatever your business. Booklet No. 7666 gives details. Write our nearest house for it.

The Western Electric Company Furnishes Equipment for Every Electrical Need.



TELEPHONE OUR NEAREST HOUSE

WESTERN ELECTRIC COMPANY

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Hotel Savoy "12 stories of solid comfort." Concrete, steel and marble. In fashionable shopping district. 210 rooms, 135 baths, Eng. grill. \$1.50 up.

Economical Heating



Air must be driven out, and kept out, if a Steam Heating outfit is to do its best work. Air and steam, like oil and water, do not mix. Air sneaks into the radiator through ordinary valves, and stops circulation of steam the moment the fire lags—acts as a cushion in keeping back the steam from filling the radiator. Air steals the heat you are paying for. There is just one way to stop this fuel waste—by keeping the air out of radiators and piping with

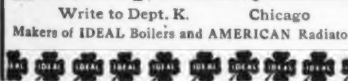
NORWALL Vacuum Valves

They keep air out of the system, and insure full heating value of radiators, and with far less coal burned.

Water, when open to the atmosphere, must be heated to 212 degrees before it can boil, but without air in the radiators or piping, water boils at 170 degrees, which enables you to get heat from your fuel even when the fire lags or when the fire is banked. This represents a large saving in fuel, usually 15% to 20% (many users save as high as 40%).



AMERICAN RADIATOR COMPANY
 Write to Dept. K. Chicago
 Makers of IDEAL Boilers and AMERICAN Radiators



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 You can make big money as an illustrator or cartoonist for newspapers or magazines. My practical system of personal instruction by mail will develop your talent. Fifteen years' successful work for newspapers and magazines enables me to teach you. Copy this sketch of President Taft. Let me see what you can do with it. Send it to me with 5c in stamps and I will send you a test lesson plate, also collection of drawings showing possibilities for YOU. Begin any time.

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 Ventriquist's Double Throat
 and mystify your friends. Neigh like a horse; whine like a puppy; sing like a canary and imitate birds and leaves of field and forest. Wonderful invention. Thousands sold. Price only ten cents: 4 for 25 cents or 12 for 50 cents.
Double Throat Co., Dept. J, Frenchtown, N. J.

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 Many deals closed by our clients—one recently for \$680,000.00—our proof of Patents that PROTECT.
 Send 8c postage for our 3 books for Inventors.
R. S. & A. B. Lacey, Div. 51, Washington, D. C. Estab. 1869.

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Editorial Bulletin

Saturday, January 14, 1911

The Financial Sharks and Collier's

“The Average Man's Money”—its saving, its investment—is a pretty important subject in this country. In a regular department, Collier's is considering from week to week the matter of investment, and from time to time in special articles is printing facts about the financial confidence men and plain money-crooks. We are glad to say that both are appreciated. Here is a translation of part of an article in the last November issue of “Rivista Commerciale,” the periodical published by the Italian Chamber of Commerce in New York City:

“The recent arrest, under sensational circumstances, of the members of the firm of Burr Bros. in the Flatiron Building, New York, an office for the sale of Mining, Railway, and Industrial Stocks, has laid bare the evil of parasitical pseudo-business with which this country is infested, and which mulcts thousands of victims among the trusting and credulous immigrants (chiefly from Italy) who allow themselves to be deceived. . . .

“The kind of business carried on by this firm came under observation at the end of 1907, but it is only lately that any action has been taken. Collier's Weekly in the issues of August 3, Number 19, 1907; August 10, Number 20, 1907; August 17, Number 21, 1907; August 24, Number 22, 1907; August 31, Number 23, 1907, in lengthy articles, mentioning names, denounced the frauds being perpetrated at the expense of the public. In the last-named number they referred specially to Burr Bros., and reproduced a photograph of one of their letters. They had already reproduced in the number of August 10, facsimiles of Stock Certificates and Advertisements, and had shown up all the workings of this and other similar concerns. It took the Post-Office three years to bring them to book.

“In the Chamber of Commerce we have from time to time set store by the denunciations and revelations of Collier's Weekly, and now consider it our duty to express to that fearless and deserving magazine our true and lively sense of gratitude in the name of the Italians who, during the past three years, have referred to us for information and have succeeded in keeping their savings intact, thanks to the exposures in Collier's Weekly (August 10, 1907) of the condition of affairs that existed.”

That, Collier's thinks, is a fine thing to have said about it. Since 1907, of course, the crusade has gone on; in 1911 it will be pushed with the same enthusiasm and, we hope, intelligence and success. Often, we can not find the room in Collier's for telling the whole truth about men and companies that are trying to trade worthless stock or other forms of gold bricks for good bank balances, but we are always glad to answer as well as we can all letters of inquiry.

“Honeyless Honey in a Beeless Comb”

In an article entitled “The Faking of Food,” which was printed in Collier's on November 5, 1910, appeared this disturbing little paragraph:

“Synthetically flavored” glucose makes a fair imitation of maple sirup, but is not anywhere nearly the masterpiece that is turned out in honeyless honey in a beelless comb, so perfect that one involuntarily exclaims: “How doth the little busy manufacturer—!”

Since that was published, a very large proportion of the bee-keepers of the country have written to Collier's to explain good-naturedly and patiently that there is no such thing as “honeyless honey in a beelless comb.” At the urging of beemen, a chemist specialist has explained to Collier's why it has as yet been impossible for man's science to imitate successfully the marvelous construction of the little hexagonal cells into which the bee gathers honey.

“Wax,” he says, “is formed by the excretion of a waxy oil from between the segments on the underside of the abdomen of the bee, which immediately chills and forms a minute, delicate, film-like scale. This is taken by the bees to work out the little cells. When complete, they form a perfect circle, and after the cells have been filled with honey, another of these delicate wax films is used to form the cap for the cell, making the pretty, even formation as seen in a display of comb honey. Therefore, on account of the formation of these cell plates, and the melting point of the wax being 145.4° Fahrenheit, it is an impossibility, with the present scientific developments, to duplicate the work of the bee and make comb honey artificially.” We are glad to print this explanation; it gives us an even greater respect for the bee's wonderful skill and integrity.



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Stationary Engineer	Telephone Expert	Window Trimming
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For 20 years this school has provided thorough, systematic instruction to be studied by the busy man in his spare hours, at his own home or office. We offer a Business Law Course as well as a College Law Course. Able teachers have prepared the lessons, selected the text books and directed each student. To-day thousands of graduates are successful business men and prominent attorneys.

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We want men of purpose and ability to write for our catalogue and “evidence.”

SPRAGUE CORRESPONDENCE SCHOOL OF LAW
 135 Majestic Bldg., Detroit, Mich.

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The Melting Snows

PHOTOGRAPH BY JOHN KABEL

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Collier's

The National Weekly

P. F. COLLIER & SON, Publishers
Robert J. Collier, 416-430 West Thirteenth Street
NEW YORK

January 14, 1911

The Widow's Mite

SAVING MONEY for the hard, struggling many is perhaps the most interesting of all the problems by which we are confronted. For several years COLLIER'S has had at heart nothing more deeply than the profound experiment being made in Massachusetts to make saving easier to the wage-earner. The annual report for the year ending October 31 last has just been made ready. The principal achievement of the savings-bank insurance has been its force in compelling the great industrial insurance companies to make a reduction of about 20 per cent in their rates and in other respects greatly to liberalize their policies. This means a saving which continually and rapidly increases. Soon it will amount to about \$1,500,000 a year in Massachusetts alone, and in the whole country to nearly \$20,000,000. On the basis of the dividends declared in 1910 by the Whitman Savings Bank and the People's Savings Bank the rates charged by the largest industrial insurance companies on their weekly-premium policies are from 31 to 39.6 per cent higher than those charged by the Massachusetts banks. Before the rates were forced down by the savings-bank insurance movement they were from 55.5 to 65.4 per cent higher than the net cost of the savings-bank monthly-premium policies. The savings-bank insurance business is being run on the extremely conservative basis of providing its own general and special guaranty funds, and except for this the dividends on the policies would be even larger and the cost of insurance even less. The indirect results are fully as admirable as the direct saving. The Massachusetts Legislature has, at the suggestion of the Savings Bank Insurance League, authorized instruction in the public schools on "Thrift," and the course of talks to pupils on this subject, especially in the high schools, in the various cities and towns of the State, has been largely attended and followed with interest. Thus a sound work, beginning with a few men, has reached not only the banking world and the great insurance companies, but the coming citizens of the country and their struggling parents.

Save or Waste?

THE RAILROADS FOUGHT, almost universally, sometimes corruptly, against the abolition of rebates and passes, the introduction of safety appliances, the lessening of the hours of labor. They are now fighting to raise their rates. They are rather cleverly declaring that what causes the demand for higher rates is the recent rise in wages; but as a fact their campaign began nearly three years ago, when lessened earnings made them wish to pass their share of the hard times over to the public. Some roads have shown increased net earnings even since the wage increase. It is argued for the shippers that if the railroad men knew their business so poorly as to fight against abolishing rebates their mere desire should not be conclusive in this rate contest; and the desire is what they brought forward in the place of evidence. Witnesses for the shippers have presented a large amount of testimony about the possibilities of reduced cost through increased efficiency. Some of these experiences have been in railroads themselves, although the roads have experimented less than other enterprises which feel the spur of competition. One strong railroad case could not be brought forward in the present hearing, but the Interstate Commerce Commission can procure that information, and much besides, if they conduct an investigation for themselves. The shippers invite an investigation, in which their experts shall go into the railroad works and give a practical demonstration of the truth of their position that \$1,000,000 a day can be saved by scientific management. The act of Congress explicitly puts the burden of proof upon the roads when they apply for higher rates. They have done nothing to meet that burden. The opponents of the raise have furnished all the evidence, and are eager to furnish more.

The witnesses put on for the shippers calculated that the maintenance of way, which is nearly 20 per cent of the total operating expense, averages scarcely more than 30 per cent efficiency.

By proper instruction, fuel consumption could be reduced at least one-half.

The terminal expenses, especially loading and unloading cars containing shipments in less than carload lots, are increased by antiquated methods. In the purchase, care, and use of material; in the utilization of plant; and in the avoidance of so great delays and irregularities in freight transportation, lie other opportunities for vast savings.

FRANK B. GILBRETH is the man who, after being converted to efficiency principles by F. W. TAYLOR, raised the day's rate of bricklaying

Jan. 14

from 1,000 bricks to 2,700, with no harder work, of course, as the bricklayer was working as fast already as he could. He testified that the simple operation of loading by hand had been increased from 12 1/2 to 47 tons daily. In shoveling coal the amount done was doubled and trebled. In machine-shop work, in certain operations, the increase in production ranged between 400 and 1,800 per cent.

HENRY R. TOWNE, president of the Merchants' Association of New York, said: "It seems to me that there are almost as great possibilities for self-help on the part of the railroads as there are and have been proved to be on the part of manufacturing industries. They have a great many problems that are similar, and some that are identical."

Several manufacturers testified that, in their establishments in the last few years, merely through scientific management, wages had gone up and prices down.

Shall the cost of transportation, and the cost of living generally, mount continually, or has the time come when prices shall be brought down by the general use of methods which have done so much wherever they have been tried?

Purchasing Silence

CHARLES W. POST is not satisfied with a tacit assumption that he can, by spending sufficient money, prevent the general public from knowing why the \$50,000 verdict in our favor was rendered against him. He dots his "i's" and crosses his "t's." A few days before Christmas—just in time to be a cheering Christmas gift—he sent the following telegram to a great number of newspapers all over the United States:

"BATTLE CREEK, MICHIGAN.

"We respectfully suggest that you await any reproduction of the late libel printed by COLLIER'S until receipt of our statement refuting the distortion.

"POSTUM CEREAL CO."

Many a newspaper will have read this telegram thus: "Don't say anything. A large and expensive advertisement is on the way." In this issue we shall print a few quotations, showing that not all the papers in this country are gagged, even by a man possessing as many millions as Mr. POST. If, by the way, Mr. POST spends in advertising about a million dollars in an ordinary, uneventful year, how much is he putting in now, in his heroic endeavor, by purchasing large space, from California to Maine, to hide the \$50,000 verdict and the meaning of the judge and jury?

There's No Use Ducking

THE POSITION taken by GIFFORD and AMOS PINCHOT in their brief on the Cunningham coal claims is not capable of answer. They present conclusive evidence that those claims are fraudulent. The evidence already made public left no doubt, but the PINCHOTS have added new material which is equally, or even more, conclusive. An amusing sentence from CUNNINGHAM relates to objections certain claimants made to false swearing, and adds:

"We tried to frame up something that might be less objectionable to good church members, but finally decided there was nothing in it we could not sign, so let it go as it was."

Mr. BALLINGER's desire to have the Cunningham cases go to a court was perfectly natural in an attorney for interests affiliated with the GUGGENHEIMS. The evidence that has been collected was for the use of an executive, and much of it might not be in technical form for court rules. Mr. BALLINGER's desire to have a law passed enabling any claimant (who is rich enough) to appeal to the courts whenever the Government decision is against him, is also perfectly natural in an attorney of his affiliations. Such a law would mean that if the Land Office granted a claim the people would have no recourse to the courts, but if the Land Office wished to protect the public interests, anybody with money could rush into court and hamper the Administration. The New York "Press" aptly observes that the plan to have a court do the Secretary's work would never have been thought of if the Secretary of the Interior had been the right man in the right place, and it suggests that Secretary BALLINGER resign from the Cabinet in order to become the official lawyer for the CUNNINGHAMS, in the proposed hearing, at which the Government will be sure to be adequately represented if, instead of the Attorney-General, it will employ Mr. LOUIS D. BRANDEIS. That Mr. BALLINGER should support such measures is perfectly characteristic. It was for such and similar purposes that he was made Secretary of the Interior. If he should act otherwise, he would disgust his clients. Mr. TAFT, however, is President of the United States.

Restricting Immigration

INTELLIGENT PUBLIC OPINION seems to be setting against the open-door policy for immigration. This change of sentiment has largely come within the last two years. Probably the chief cause is the failure to effect artificial distribution of the aliens. It has been found difficult and slow work to divert the immigrants from the city to the country. Also, the colonies and communities (of Russian Jews, for instance), lifted from the East Side to a farming locality, have, for the most part, failed or else passed over from an agricultural basis to an industrial basis. Many intelligent, warm-hearted, efficient, wealthy men have participated in these experiments and have been disappointed. Meanwhile, the tides of immigration heap up inside the city walls. This increasing urban population, living in poverty, is perhaps the central problem of modern civilization. It seems to many to be unwise to let it increase as rapidly as unrestricted immigration causes it to do. Some of the findings of the Federal Immigration Commission leaned decisively toward further restriction. Now comes WILLIAM WILLIAMS, Commissioner of Immigration at Ellis Island, with his annual report. He believes in a strict enforcement of the present law, and would be glad of statutes excluding those whose economic condition is so low that their competition tends to reduce the standard of our wage-workers, and excluding those who flock to the congested districts of our large cities, where their presence may not be needed, in place of going to the country districts where immigrants of the right type are needed. He desires proper quarters for the surgeons. The present quarters are inadequate and necessitate too rapid examinations of the swarming aliens. Let the immigration authorities be so circumstanced that they can effectively execute the law and prevent the landing of all who are ineligible, including particularly such as are physically or mentally defective.

Light Burning vs. Effective Patrolling

AGITATION IN FAVOR of light burning as a preventive of forest-fire waste is becoming serious in California. The danger is that this burning out of underbrush and waste under the big trees may do serious damage. Danger lies in the chance that the public may approve a half-understood theory. "Let her burn; it's a good thing for the woods"—the average man would think little about the season, or the condition of the forest when he found a blaze or watched his camp-fire spread. In October the largest private owner of timber lands in California tested, on 3,000 acres, the theory that the only adequate way to prevent destructive forest fires is to burn over timber tracts at the proper season and consume the debris that feeds the big fires. The cost was 50 cents an acre, and this was the result: Wherever the fire ran over the ground and consumed the litter, trees up to 10 years of age were killed outright; of the trees from 10 to 15 years old, 90 per cent were destroyed, while the loss of those from 15 to 40 years of age was about 40 per cent. Trees older than 40 years were rarely injured. Mature trees on this tract are probably safe from fire damage for four years. It does not take an expert eye to see the tremendous cost, to the next generation of lumber users, of such a method of protecting this generation's holdings. Contrast, now, this record of the United States Forest Service in California: In the past exceptionally dry season the Government wardens handled fires so efficiently that only seven-tenths of one per cent of the total area under their charge was burned over. Of the 493 separate fires which they fought and put out, 372 originated on unpatrolled private holdings adjoining, or within, Government reserves. Timber destroyed was valued at \$160,000—out of a total holding in California of \$180,000,000. Protection cost the Government for the year half a cent per acre. To make its service entirely efficient, the Forest Service wants an appropriation of three cents an acre in California. The State's Congressmen ought to be able to get that much insurance for the future of their splendid forests.

Panama, 1913

DOWN IN THE PANAMA CANAL ZONE work is humming, living cost is lower than with us, and a six-club baseball league opened its season last month. Already the manufacture of the 46 gates for the canal locks has begun, and the "Canal Record" gives us a picture of those for the Gatun locks: Each gate consists of two leaves, the weight of the largest 600 tons. These leaves will vary from a height of 47 1-3 to 82 feet; they will be 65 feet long and 7 feet deep. Before being shipped from Pittsburgh each of the thousands of pieces of each gate will be fitted and numbered, "so that they will go together as easily as children's blocks." Of the more than two million cubic yards of concrete to be placed in the Gatun locks, 44 per cent is finished. Only the other day a big American yacht sailed some miles up the prism of the completed canal.

On Being a Governor

AS HEAD OF A PARTY the Governor must see that the platform is carried out. "His" administration is going to be attacked in what he does or what he doesn't do, and yet while he is held responsible he can not do anything but write futile messages. Might it not be a good idea to press the theory that the Governor be given the right to introduce a few bills each session? Should the Legislature not accept them, they could be sent to the people by him, and if passed by them become law. His administration would amount to something if he had

this power. He would not have to stand still and let a corrupt Legislature throw a lot of muddled-up legislation at him, and at the same time, by means of the joker or the ax, do away with the party pledges and his recommendations. Then, too, the people could say: "Mr. Governor, you can give us some of that legislation you have been talking about if you really want to. Let us have a crack at it if the legislators won't. We'll help you and stand by you if you will; but if you don't we'll get some fellow who will!"

Something Doing

SOME THREE YEARS AGO GEORGE S. LOFTUS of Minneapolis, a reformer of the "do-it-now" type, turned up at the office of JAMES MANAHAN, his lawyer. "JIM," he said, "I want you to sue the Pullman Company." "What for?" "Oh, just sue them, and charge that their rates are exorbitant. I got in from Chicago this morning. I had an upper berth, and couldn't sleep, and they charged me just as much as I would have had to pay for a lower." MANAHAN drafted an innocent-looking complaint, saying, in few words, that Pullman rates were unjust. There was no technical verbiage. He mailed this to the Interstate Commerce Commission at Washington. Three months later MANAHAN was notified by mail that in ten days a special examiner would be in St. Paul prepared to hear LOFTUS's case. Up to that date all the evidence LOFTUS and his lawyer had was LOFTUS's one sleepless night on the train. On the morning of the hearing the court-room was filled with ex-Pullman porters. It was proved that the porters received \$25 a month, out of which they had to pay for their meals on the road and their uniforms. They were compelled to replace all towels, combs, and other lost articles. The public practically paid their salaries in tips. This was the small beginning of one of the largest results yet achieved in the prosecution of any trust. There was no loud proclamation of the setting of Government machinery in motion. One humble citizen had merely started to saw wood. It was proved that the Pullman Company earned \$9,000 annually on cars that cost them \$15,000; that the porters made up ten million beds annually, and the company made in 1907 over \$32,000,000 gross. Its capital had increased from \$100,000 to \$150,000,000. The end has now come in an order from the Interstate Commerce Commission, reluctantly agreed to by the Pullman Company, reducing its rates twenty-five per cent, about five per cent on lower berths and about twenty per cent on upper berths. It may have significance for some of our readers that GEORGE S. LOFTUS is the close friend and political disciple of ROBERT M. LA FOLLETTE, while MANAHAN is the close friend and apostle of the Nebraska Commoner. These two reformers, working together, have saved travelers at least \$2,000,000 annually.

A Man's Work

INSPIRED BY THE EXAMPLE of LOFTUS, State Senator B. E. SUNDBERG of Minnesota, a year ago, brought a similar action against the express companies. That action is still pending. SUNDBERG crossed the ocean forty years ago in the steerage of an immigrant ship. He now owns many farms in Minnesota. A few years ago he had a breakdown of one of his thrashing machines. He was compelled to lay off twenty men until the broken machinery could be replaced. He wired to Minneapolis for the casting, which cost something over two dollars. It came by express, and the express charges were \$36. Years rolled by, as the story-tellers say. SUNDBERG was elected to the Legislature. He was appointed on a committee which had to do with railroad and express charges. He found that the Adams Express Company had accumulated over forty-five millions, besides paying enormous dividends annually; that the American had accumulated a like surplus; that the United States Express Company had accumulated over fifteen millions; that the Wells-Fargo Company had assets amounting to \$34,000,000, a large part of which had accumulated in very recent years; and that the assets of these four companies in the year 1907 amounted to over \$144,000,000. Then SUNDBERG began to wonder what was the legitimate field for express companies anyway. The railroads could as readily have fast freight transportation for the public as for the express companies—why should the burden of business be increased by duplicating the machinery of operation? Why should a transportation tax be levied, collected, and diverted from the public treasury for private profit by railroads who were supposed to be doing a semipublic work? SUNDBERG did not apply to the Government for relief—some observation had taught him the futility of that. He hired MANAHAN. They obtained access to the offices of the companies and served the subpoenas themselves on the presidents of each of the companies. The next morning MANAHAN stood in court against a brilliant array of lawyers. When these lawyers offered trained witnesses, experts in the juggling of figures, as substitutes for the chief officials of the companies, MANAHAN stubbornly insisted that only the officials themselves would do—and the hearing had to be adjourned to allow the officials to appear. They came, and the sturdy Norwegian farmer who had come over in the steerage succeeded where the Government had often failed. We are led to hark back to that scene in the Seattle court-room almost a year ago, when SHERIDAN, fresh from the law school, singly representing this great Republic, was pitted against private attorneys of reputation and experience, in a suit which involved the vast coal deposits of Alaska, and ultimately the commercial control of that great Territory.

WHAT THE WORLD IS DOING

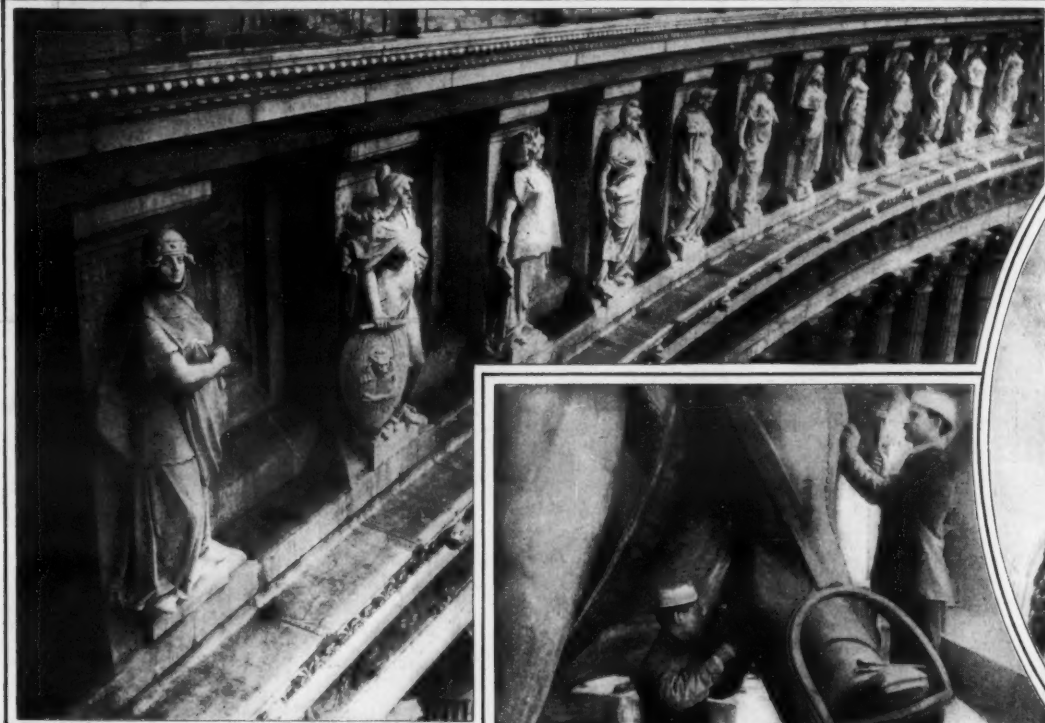
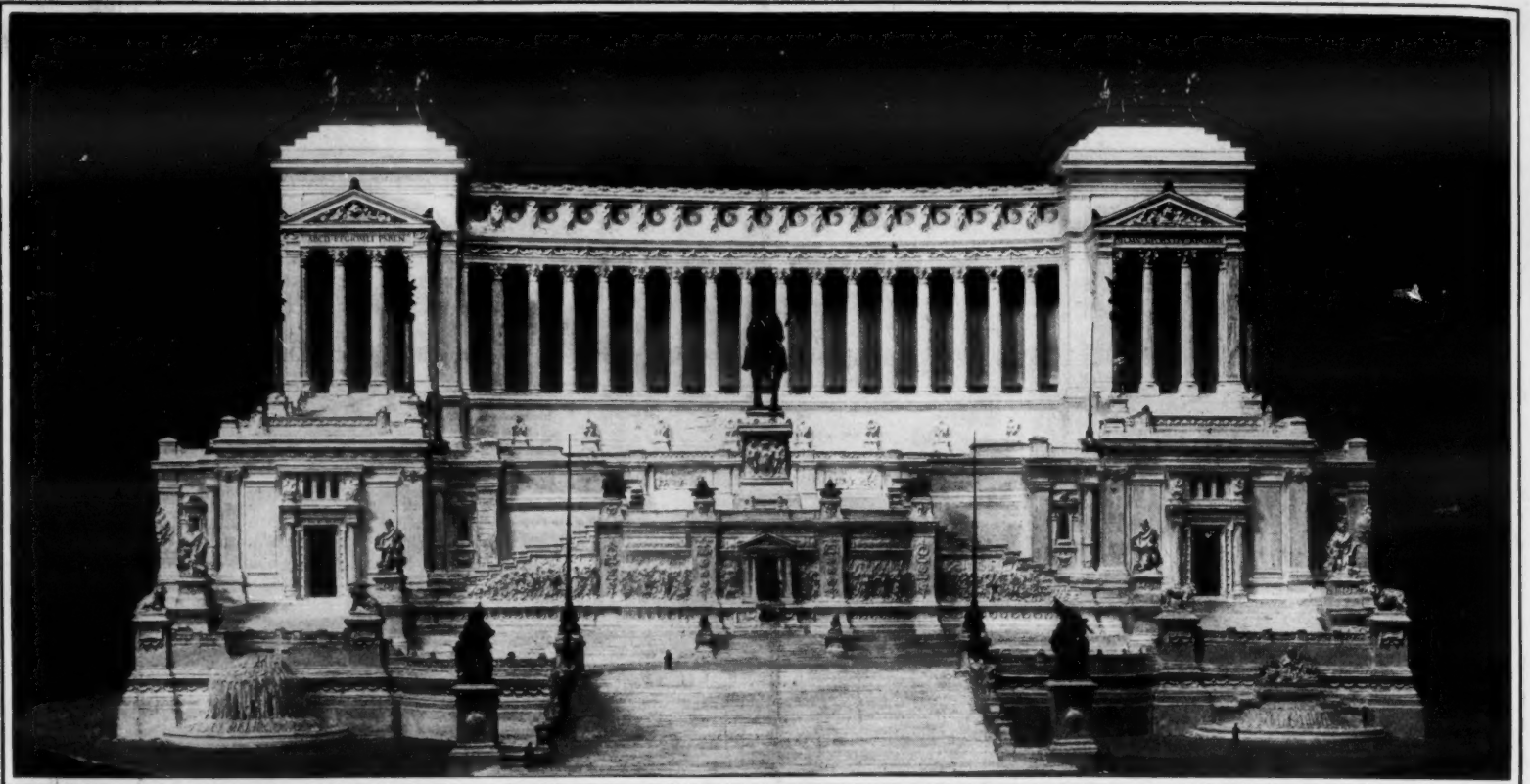
A PICTORIAL RECORD OF CURRENT EVENTS



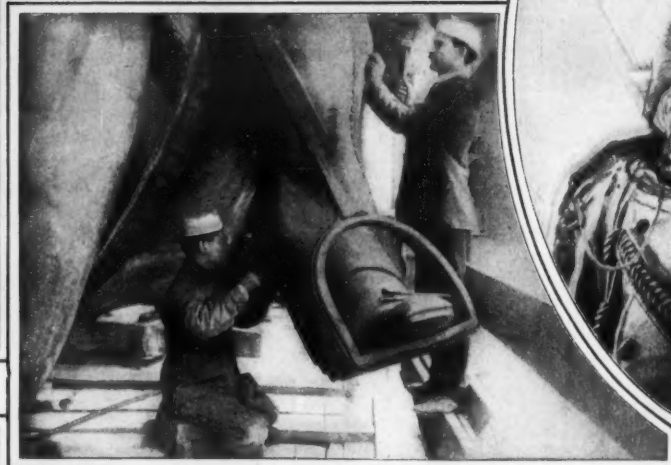
Hoxsey Carried in Triumph from the Field at Los Angeles After Breaking the World's Record for Height

DECEMBER 26, in a forty-mile gale, Arch Hoxsey sailed 11,474 feet into the air, breaking Legagneux's record by almost a thousand feet. On the last day of 1910, before thousands of spectators, he attempted to better his own record, but after reaching a height of 7,142 feet he descended, and when within 600 feet of the ground the machine capsized and he fell with it to his death. That same morning Moisant had been killed near New Orleans, making a total of thirty aeronauts killed during the year 1910

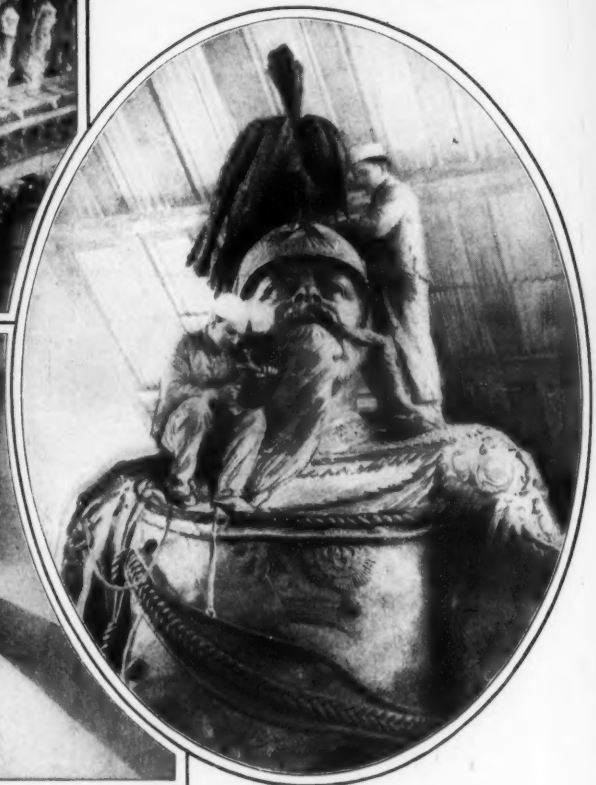
WHAT THE WORLD IS DOING



A detail of the colonnade

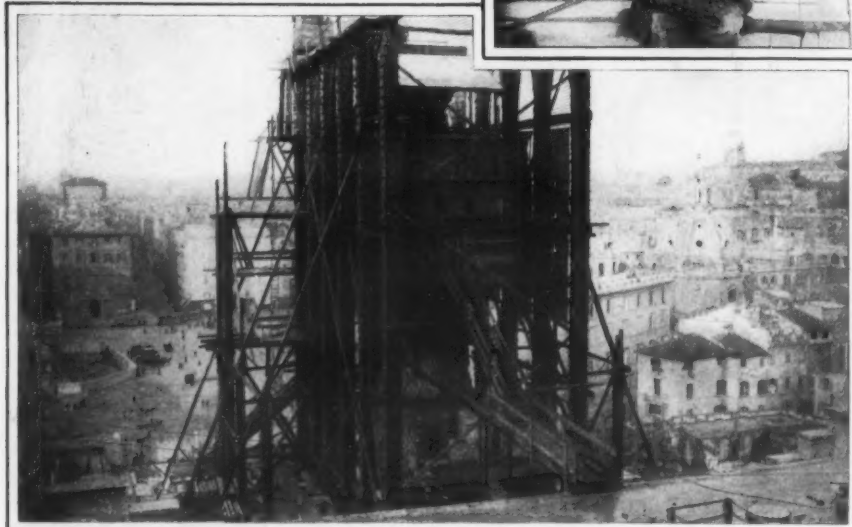


A monster stirrup



The statue and its setting

The bust of the statue



A rear view of the pedestal for the statue

A Colossal Statue of King Victor Emmanuel

AMONG the ceremonies which will celebrate the fiftieth anniversary of Italian unity without doubt the most memorable will be the unveiling of the splendid monument to the Father of the Country, King Victor Emmanuel II. This magnificent work of art, which has no rival even among those of republican and imperial Rome, will show to distant posterity that, in spite of political vicissitudes, the third Rome has been able to preserve its sovereignty among the highest achievements of human genius. The monument stands in the heart of the city. On its right is the Capitol, on the left the Forum of Trajan, and behind are the Roman Forum, the Colosseum, and the Palatine Hill. The design belonged to the engineer, Sacconi, who died in 1905, and who was succeeded by the engineers Koch, Manfredi, and Piacentini as directing supervisors. The first stone was laid March 22, 1885, a quarter of a century ago. A broad stairway leads to a platform over two hundred feet wide, where rises majestically the Altar of the Country, formed by two great bas-reliefs representing the achievements that Rome has rendered Italy. In the center is a gilded bronze statue of Rome. Above the Altar of the Country stands the pedestal, forty-two feet high, surmounted by the colossal statue of the king, which has just been placed. This statue, nearly fifty feet high, is the work of the sculptor Chiaradia, who died before its completion, and who was succeeded by the sculptor Gallori. The total weight is fifty tons. The unveiling will take place in March

A RECORD OF CURRENT EVENTS



John B. Moisant

Killed at New Orleans, Dec. 31



Wreck of the Blériot Monoplane in Which Moisant Was Killed

Treacherous air currents capsized the machines in which two of America's daring aviators met death



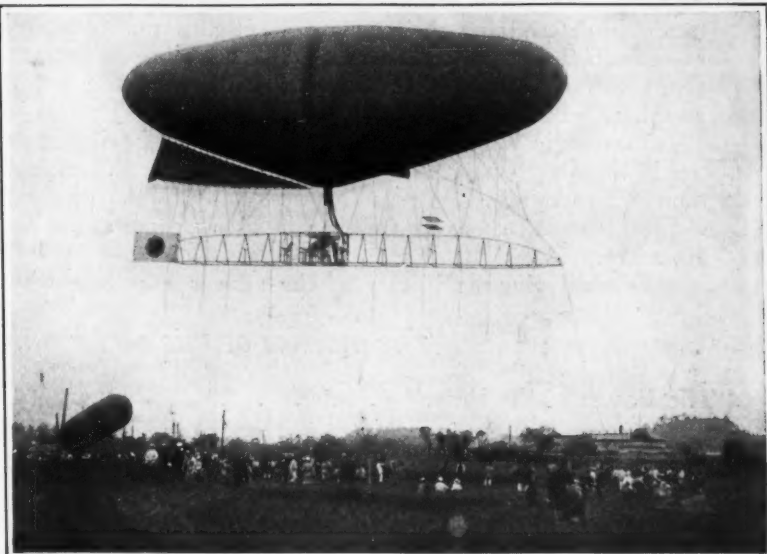
Arch Hoxsey

Killed at Los Angeles, Dec. 31



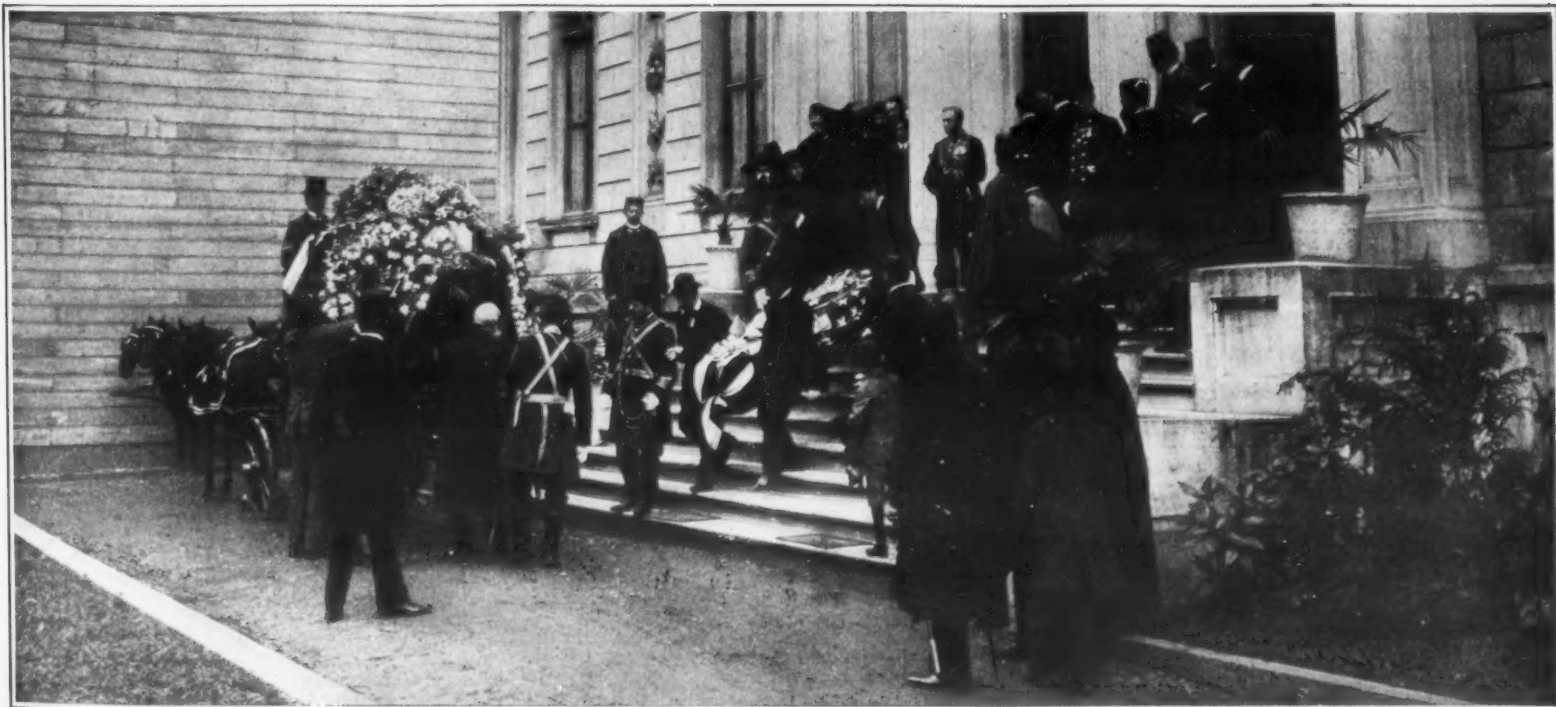
Busy Suffragettes

Putting up posters to announce a forthcoming lecture by Sylvia Pankhurst



Japan's Airship

The first Japanese dirigible has just been completed at Tokyo



The Funeral of the Hon. Edward H. Ozmun of Minnesota, United States Consul-General at Constantinople

Mr. Ozmun, after a brief illness, died December 9, 1910, in Constantinople, where he had been Consul-General for over five years. High officials of Turkey and other nations were present at his funeral. Mr. Ozmun was on the board appointed in 1906 to reorganize the consular service. His first consulate was at Stuttgart, 1897-1905

Jan. 14

The American Newspaper

A Study of Journalism in Its Relation to the Public



WILL IRWIN has spent over a year and a half in the study and investigation of a subject which, strangely enough, never yet has been adequately treated by any writer or any magazine. He has written fourteen articles which are to appear approximately every other week, with supplementary articles by other writers in the issues between. This is not a muckraking series. It is historical, descriptive, and analytical—and, naturally, as such, is bound to disclose the evil as well as the good side of our press.

Everybody knows there is a good side as well as a bad side to our American journalistic system. But how many of us know how to define or explain either? Every one of us reads newspapers every day. Every day we take into our system their statements, their opinions, their pictures of life. Our opinions are largely formed by the newspapers we read. On the other hand, we, the public, help to create the newspapers. Our habits, our tastes, our wishes are the main factors in determining their course. Yet how much do we, how much do you, MR. READER, know about newspapers—about the newspaper that comes into your house every morning? Practically nothing.

COLLIER'S believes that the public ought to be in closer touch with these sources of opinion and power. We expect therefore to devote COLLIER'S in 1911 mainly to the purpose of presenting a series of articles on the newspaper as a force in society.

We shall give the history of the newspaper; show why

free government could not exist without it; describe the value of yellow journalism, and its harm. We shall answer such questions as: What is News? We shall explain the forces which a newspaper is compelled to face, including the financier, the advertiser, and the general reader. Part of the series will be written by experts from the inside. Part will present the views of outsiders. We shall take up journalism in various specific places. Residents of Boston, San Francisco, Charleston, Chicago, and many other towns and cities will not only learn new things about their newspapers, but will tell us what they think about them.

It would be easy to muckrake American journalism—to take an instance here, a defect there, and by massing detrimental truths present a picture of a press untrue to its ancient tribunate of the people.

We have avoided that. We have tried to take the broad view of journalism, the virtues with the defects.

The series is alive with interest, for we are dealing with the most romantic calling of modern times. Stories of the crises in journalism; glimpses of great characters hidden from the public view in the anonymity which clouds the profession; intimate discussion of the failings and strengths of individual American newspapers—perhaps your own paper—make these articles as interesting as they are important.

We have taken such precautions to cover the ground fully that the American people at the end of 1911 will understand the press better than they understand it to-day. They will read it more intelligently. They will control it more effectually.

The articles of this series will appear in the following order:

"The Power of the Press" January 21

What a newspaper is, and what it is not. The dominance and use of the news-function in modern journalism. The mistakes of popular commentators on journalism, and the difficulty which confronts the students of the subject.

The Dim Beginnings February 4

A brief history of early English and American journalism. The dominance of the editorial page in the primitive newspaper. James Gordon Bennett's discovery of news. The passing of the old editorial journalism. Charles A. Dana's influence on the art of newspaper writing. The growth of mechanical devices and of circulations. The ethical and technical condition of journalism in the decade between 1870 and 1880.

The Fourth Current February 18

Joseph Pulitzer, with the St. Louis "Post-Dispatch," introduces a method new to journalism—fighting for popular causes as a means of getting circulation. William Randolph Hearst, with the San Francisco "Examiner," finds how to get journalism down to the language of the street. Pulitzer and Hearst invade New York. Morrill Goddard discovers, and Arthur Brisbane extends, the real principle of yellow journalism. The yellow madness; its humors and its extravagances.

The Spread and Decline of Yellow Journalism March 4

Expensive machinery and processes had made newspaper publication a huge business proposition, and the court of last resort on a city newspaper had become not an editor but a business man. These people snatched at the method of extending circulation which Pulitzer and Hearst had shown. The yellow influence affected all newspapers, even the most conservative. The sudden decline of pure yellow journalism. The good and bad in it; and what it meant to the ultimate development of journalism.

What Is News? March 18

Since news is the really important function of a newspaper, since it is becoming more and more the tool of the editor in assisting popular causes, getting his opinions before the people, and spreading intelligence, an understanding of the nature of news is necessary to an understanding of journalism. This is

an analysis, with many illustrative examples, of news and news-interest in the reader.

The Editor and the News April 1

The ethics of the editorial art, and a special plea for the professional, rather than the business, attitude toward journalism. Illustrated by examples from the history of contemporary American newspapers. The importance of the point of view.

The Reporter and the News April 22

The art of reporting, as first worked out by Charles A. Dana. Where journalism blends with literature, and where it stands apart. The faculty of accurate and minute observation in artistic reporting. How the yellow reporter conceals his lack of art by melodrama and faking. Where technique joins hands with truth. Some great news stories.

"All the News That's Fit to Print" May 6

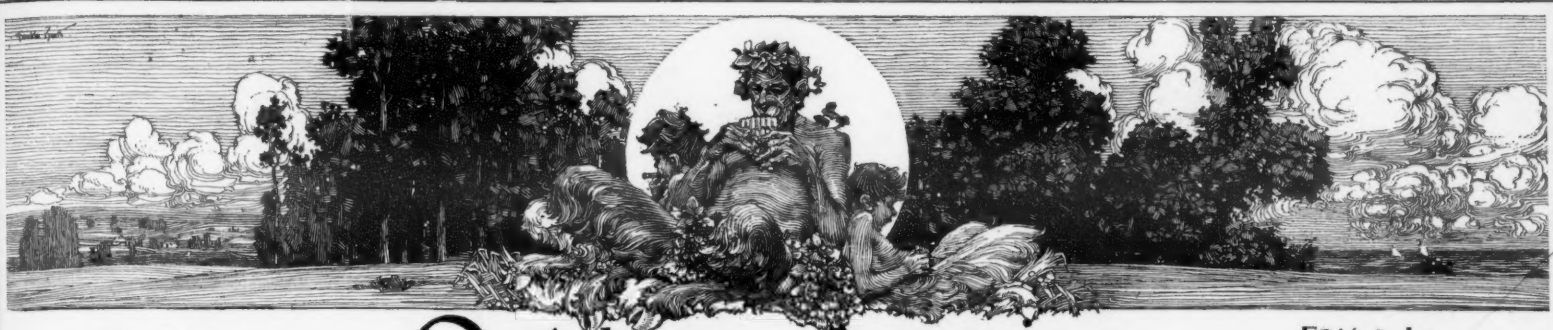
The ethics of news and news-writing. The danger of too great delicacy in telling the scandalous truth, and the equal danger of too little delicacy. The question of private right as opposed to public curiosity. The formula—"a newspaper, like the man who owns it, should be a gentleman." The ethical code which governs all good reporters.

The Advertising Influence May 20

Beginning a study of the conflict between the business of newspaper-making and the interests of that public which the newspaper serves. In this, the infancy of modern journalism, a system has grown up whose inception was the fault of no one man, but which is nevertheless a serious handicap to American journalism. Nature and causes of this system as shown by the example of one great American city.

And then these five articles—on commercial journalism, on the relations between big business and newspaper capital, and on the future of newspaper publication:

The Unhealthy Alliance, June 3; Our Kind of People, June 17; The Foe from Within, July 1; The New Era, July 8; The Voice of a Generation, July 22 : : :



The January

Outdoor America

Edited by
CASPAR WHITNEY

From Coast to Coast by Automobile

A Trip from New York to Los Angeles in the Interest of a National Automobile Highway

WE LEFT New York on October 11, 1910, and arrived at Los Angeles, California, November 29, an elapsed time of forty-nine days, which, deducting eight days for rest at various points, leaves forty-one running days for a distance of 4,203.5 miles, or 102.5 miles a day.

It would not have been practicable at this time of year to take a more central route, through Nebraska,

By A. L. WESTGARD

accommodations were available at all points along this route.

The real interest of the tour, however, only began at Davenport. From this town to Omaha we passed through Grinnell and Des Moines, traversing the entire breadth of the State of Iowa over what is known as the River-to-River Road. This road is a monument to the enterprise of the people living contiguous to it. They organized a road association, each farmer provided himself with a log drag, and on a certain day the entire length of 350 miles was graded and smoothed. This operation was repeated three or four times after a rain, and the result was a splendid smooth road across the State. To complete the work the organization devised the clever scheme of sign-posting the entire stretch by painting white bands, eighteen inches wide, six feet from the ground, on two telephone poles before a turn of the road, one at the turn, and two beyond. This identifies the route thoroughly and makes it easy to follow even at night, and the sign-posting was all done during one forenoon of a certain day. Notwithstanding that such precaution was unnecessary, they furnished me with pilots in relays from town to town over the entire stretch in order to show the local interest in my transcontinental trip. The road traverses splendid agricultural territory, level in the eastern part of the State, rolling in the central part and distinctly hilly in the western portion.

From Omaha we went south to Kansas City. We found the roads in Nebraska splendidly graded and smooth. They traversed a section in which large farms abounded and enterprise and prosperity were evident everywhere. On entering Kansas we soon discovered a distinct change in the road conditions, and can only say that the route through Leavenworth was poor and disappointing, though happily the distance was short.

From Kansas City we traveled under the protection

passengers and equipment weighed 4,920 pounds at starting—a complete camping outfit: shovels, ax, rope, block and tackle, water bags, buckets, provisions, guns, ammunition, etc.

From Raton to Las Vegas it is mostly prairie country with a very good natural road, absolutely without any improvements. Good speed was made on this stretch except where we had to cross many arroyos—dry washes



Gravel left to be spread by the users of the road

Wyoming, and Nevada, because of the chance of encountering deep snow in the Sierra Nevada Mountains. Moreover, the scenic attractions of that route, though many, can not compare with those of the route chosen through New Mexico and Arizona.

After traversing the more familiar hills and vales of the East, beautiful in themselves, the "something different" character of the Middle West is distinctly fascinating. One can not help appreciating the prosperity of Ohio, Indiana, and Illinois, as evidenced by the miles of improved highways passing bustling towns or large farms with well-painted houses and barns, as well as by the most highly developed network of electric railroads to be found anywhere in the world.

As far as the Mississippi River the roads may be characterized as good, though in some localities they have not yet been touched by the magic wand of the good-roads movement. There were a few short stretches of distinctly bad roads, yet it may be said that where the highways were not actually improved the character of the soil was such that it made good natural dirt or gravel roads. We saw frequent evidences of positive lack of intelligence in the repairing of many stretches of improved road. For instance, on the main road between Columbus and Indianapolis, also in some parts of Illinois, load after load of gravel had been dumped in a row in the center of the roadway without any attempt to spread the material or smooth it, resulting, of course, in vehicular traffic taking to the side of the ridge created in the center, and making very disagreeable traveling for miles on a slant with one wheel in the ditch.

Our route from New York to the Mississippi River was planned with an eye to providing as variegated scenery and as good road surface as possible, and though somewhat longer than the straight route, I believe it is the most attractive between the two points. Mentioning the larger cities only, it passes through Kingston, Binghamton, Watkins, Geneva, Rochester, Buffalo, Erie, Cleveland, Akron, Mansfield, Columbus, Springfield, Richmond, Indianapolis, Lafayette, Chicago, and Ottawa to Rock Island and Davenport. Good hotel and garage



In White River National Forest, Arizona

in the prairie; these arroyos frequently are ten to twelve feet deep and have almost perpendicular walls. We spent two hours building a road into and out of one; the soil was baked hard and when broken with a pickax it pulverized.

At Las Vegas one enters a really foreign country. Up to this point one has traveled among white people speaking one's language, but from now on for many hundred miles the ear catches mostly Spanish or strange Indian tongues.

Proceeding south from Las Vegas, we traveled through some exceedingly rough country, steep climbs and rough washed-out roads with high centers, to Old Bernal, a Mexican town and a conglomeration of adobe huts which offered quite a problem when it came to finding the main trail out of the village. We followed the railroad to Glorieta, from where we made a short cut up through Piedras Negras Cañon to Santa Fe. During the 137 miles from Las Vegas to Santa Fe we had met only one man who could speak English, the telegraph operator at Glorieta, and, by the way, he gave us wrong directions, which led us into and out of some of the roughest trails ever traversed by an automobile. But for a bowing acquaintance with Spanish, acquired during a residence of some years in the Southwest, we would have had a hard time of it this day. In some parts there were no main roads; all trails looked alike and showed about an equal amount of traffic, and many a false start was made at the frequent forks where no one was at hand to give directions.

Santa Fe, being off the main line of the railroad, is not visited by tourists to the extent it deserves. It is without question one of the most interesting towns in America. Its oldest house, built in 1530, its narrow streets lined with adobe houses, its splendid old church and picturesque plaza, Indians peddling wood carried on the backs of burros, its Mexican restaurants, all lend a charm and picturesqueness rarely met with.

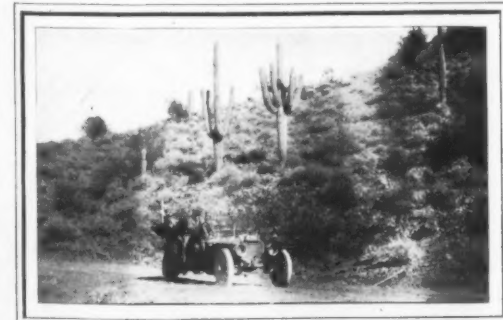
I had a conference with Governor Mills at the Capitol, and discussed the matter of road improvements with him



Camp Cedar and our Mexican visitor, near Albuquerque

of the New Santa Fe Trail Association, formed to improve a road from Kansas City to Trinidad, Colorado. This road is marked at intervals with granite monuments appropriately inscribed, and follows in the main the line of the Santa Fe Railroad, as closely to the old Santa Fe emigrant trail as the section lines will permit. This organization furnished us with pilots in relays for the entire distance of 700 miles, and though, owing to a much more sparsely settled country, the results of its work had not advanced as far as that of the River-to-River Road organization, there has been accomplished a vast amount of improvement and a great interest aroused. The route passes through Emporia, Hutchinson, Dodge City, Syracuse, and La Junta. It is mostly level prairie country and follows the Arkansas River for some 300 miles. We encountered very few miles of metaled road, but where the country was settled, and especially in the irrigated sections, the dirt roads were graded and smooth, except in the beet-sugar regions near Garden City and Holly, where they were very rutty from heavy hauling. In the ranching sections the natural prairie roads were excellent. We found good hotels and garages along this section.

From Trinidad, Colorado, to Raton, New Mexico, we crossed the Raton Mountain over the scenic highway, a splendid roadway built by convict labor, affording magnificent views of the snow-capped Rockies to the west and the great plains to the south. Here we loaded on to our already heavily laden car—which with four



Giant cacti in Salt River Cañon, near Roosevelt, Arizona



Down La Bajada Cliffs, New Mexico

and with the Territorial engineer. I found them thoroughly alive to the issue, and believe great improvements will shortly appear along the route which we traveled. From Santa Fe to Bernalillo we followed a Territorial road recently constructed. It was splendidly built in many zigzags down La Bajada Mountain, a lava cliff; but across the sandy Bad Lands beyond it was of doubtful value, being merely graded through loose sand, and where moisture is so scarce it will remain a heavy road until copiously saturated with oil. Albuquerque is located in Bernalillo County. It is one of the smallest counties in the State, and is said to be one of the wealthiest, but, be it said as a mark of its lack of enterprise, it presented the worst so-called roads encountered on our whole tour.

We were told harrowing tales of what we would find thirty miles beyond the city, at the Rio Puerco. There would be two feet of water, many dangerous quicksands, etc. After leaving our pilot some ten miles out, we certainly did encounter plenty of deep sand and a bunch of coyotes, on which we assiduously practised sharpshooting, but we crossed the Puerco River without knowing it was the river. There was no water whatever, merely a sandy wash and no quicksand, but we ran into a lot of confusing trails. On reaching Laguna, a splendid specimen of Indian pueblo, and the only one close



On the River-to-River road in Iowa

enough to the Santa Fe Railroad to be distinctly seen from passing trains, we found that no gasoline was to be had, so we proceeded over what was nothing more or less than a rotten road to Cubero, fifteen miles distant and off the railroad. There we procured fifteen gallons of welcome gasoline. We now began to realize that the gasoline problem was becoming serious, especially after getting only one and a half gallons more at McCarty's, the last station on the railroad which we expected to see for another 350 miles.

The country south of the Santa Fe and north of the Southern Pacific Railroad in western New Mexico and eastern Arizona is beautiful beyond description, and has the further and unusual charm of being absolutely new to tourists. Ours was the first automobile seen on a major part of this section of our route. The first habitation south of McCarty's was El Rancho del Puente de Malapais, located 50 miles south at the point of a lava bed some 10 miles wide and about 45 miles long. This lava bed is about 8 to 10 feet high, perfectly black, and full of deep crevices. Our road skirted this formation its

entire length, and passed between it and multicolored sandstone cliffs, rising precipitously some 500 feet above our heads. The distance between the two formations varied from a few feet to one-eighth of a mile, and the road-bed was deep sand, caused by abrasions from the cliffs. This country is romantically called by the Indians "Romansia," and most appropriately it is named. We pitched our fourth camp in this enchanted section, and the next day we reached Nations' Ranch, where we procured gasoline and were most hospitably entertained.

Into a Crater

MORE rough country and badly washed roads to Salt Lake. This little lake, locally called Laguna Salina de Zunia, is a unique natural phenomenon. It is located in a deep kettle or crater, and is so salty that it is said one can not even wade knee-deep in it without holding on to stones to keep the legs from bobbing up like corks. It has two hollow cones arising from its surface, and these are said to be bottomless. The surface of this lake covers about nine or ten acres, and on its shores is located a small Mexican village, the inhabitants being mainly engaged in gathering salt for stockmen of the region. It was, indeed, a hard climb for our car out of this crater, but ours had the distinction of being the first ever seen in those parts. Shortly afterward we crossed the line into Arizona, and after a lot of hard going over lava-strewn roads we landed pretty tired at Springerville, a Mormon settlement and headquarters of the forest service for the White River National Forest Reserve. We found a very fair hotel here and plenty of gasoline—at fifty cents a gallon. The next day we climbed up through magnificent pine forests, and above the timber line found the old road, almost obliterated by snow twenty inches deep; for eight miles we plowed along, backed, and forged ahead again, consuming four hours in covering the distance, working strenuously with a shovel all the time. Upon reentering the timber the snow disappeared, and at Cooley's Ranch we had excellent quarters for the night.

Upon arriving at White River Apache Indian Agency, the agent, upon presentation of my commission as a special agent of the United States Office of Public Roads, kindly let me have five gallons of cleaning fluid, used in the tailor shop; this was dandy 90-proof gasoline, and made the car run like a colt. As this quantity was insufficient to take us to the next gasoline station, we called at Fort Apache, and from the officer on duty, by the use of the same persuasive documents employed at the agency, procured another five gallons of cleaning fluid. We now met with a distinct surprise—the roads were not only getting better but really good. The country was growing wilder, the road winding up and down deep gorges and crossing the White River and the Black River, always, however, built on scientific grade. In this region there were no houses whatever except a Government station established at the Black River Ford. Wild turkeys, ducks, and mountain cats were plentiful, and the scenery truly inspiring.

We struck the railroad again, this time a branch of the Southern Pacific, at Rice, and followed it for twenty miles to Globe, a thriving copper-mining town. From here to Phenix via Roosevelt Dam we again were out of touch with civilization, though we had an excellent Government road for one hundred miles. The Roosevelt

Dam Reclamation Project is stupendous and the scenery down the Salt River Cañon is gorgeous. The road, though excellent, required careful driving, owing to incessant windings and steep climbs, at one point presenting a twenty-three per cent grade for nearly three miles.

Upon emerging from the mountains and striking the irrigated flat country from Mesa into Phenix, after the many days of mountain scenery made gorgeous by the clear dry atmosphere, we had to confess to a sense bordering on weariness at the monotony of the view, and it was a real pleasure and relief to feast one's eyes on the green alfalfa fields and majestic palms.

Our route from Phenix to Ehrenburg on the Colorado River was almost all the way through desert country, and, though full of sandy washes, presented no serious difficulties. A power-boat, toll of five dollars, took us across into California to the village of Blythe, an irrigation-project town. More desert all the way to Mecca at the Salton Sea, 194 feet below sea-level, incidentally also more sandy washes, miles of them. Irrigated country again to Indio on the main line of the Southern Pacific. Shortly beyond Palm Springs, a veritable oasis in the desert, and located at the very foot of San Jacinto Mountain, towering to a height of two miles above it, we began climbing a wide pass to its summit at Beaumont. From this point to San Bernardino and Riverside, thence



The new Santa Fe trail near Garfield, Kansas

via Pomona and Pasadena into Los Angeles, there is a fine oiled road, thoroughly sign-posted, and leading through splendid orange groves—a real God's country. Though we later continued up the coast route to San Francisco, we considered this the end of the trip. We were enthusiastically received on the Coast.

We all finished in fine health; even our lady passenger had withstood the hardships of the tour splendidly, and we had had absolutely no trouble of any nature whatever with our sturdy car, not even breaking a spring leaf or a bolt; New York air was still in two tires.

Distance measurements were made at all turns and forks, readings taken of altitudes, temperatures, and compass directions, notes made of scenery, soil, vegetation, hotel and garage accommodations, their quality and price. When these data are compiled they will present the main result of the trip, taken for the purpose of arousing enthusiasm for the improvement of bad stretches on the route, and of supplying the material for the beginning of a continuous coast-to-coast highway.

The Man and His Horse

Lack of Knowledge of Horse-Nature is Usually Responsible for Ugly-Tempered Horses

By DAVID BUFFUM

THE man or woman who uses a horse without some knowledge of horse-nature and how the equine mind works is not only poorly equipped for the undertaking but is always in more or less danger. For there is no knowing when an emergency may arise that will render such knowledge imperative, and there is nothing more true than that good horsemanship is an affair of knowledge and skill, while bad horsemanship is wholly an affair of courage.

The three main things to consider are the horse's mind, temperament, and disposition.

Darwin has laid it down as a law that the minds of animals differ from those of men in degree rather than in kind. Hence, as we would naturally expect, the horse reasons far more from experience and less from observation than man does; indeed, most horses seem to reason almost wholly by experience, and those who reason by observation to any noteworthy extent are rare. This fact we constantly take advantage of in training and driving. For instance, the little foal, when halter-broken, is tied in his stall by a rope that he can not break; and as he grows older and his added size and strength would enable him to break it easily, it does not occur to him that he can do so. Thus, he will allow himself to be tied, and will stand patiently till released, by a cord that a child could break. But, by the workings of the same law, if, by some accident, he does break it, then he learns that he is able to do so—and thus the habit of halter-breaking is formed.

In exactly the same way the horse forms his estimate of man. If never allowed to get the upper hand he soon gives up all thought of it and regards his master as supreme.

But do not horses reason, to some extent, by observation? Assuredly; but in so small a degree that we need not take it into consideration in training. Day after day and year after year the horse sees himself tied up by his groom by a knot so simple that he could easily untie it with his teeth and set himself free; and yet, as a rule, he never attempts to do it. Of course, some horses do learn this trick, but the majority do not. And the overwhelming majority of horses, when ready to come home from pasture, will wait at the gate till some one

comes and unlatches it for them, although they have seen the latch used a thousand times and a simple thrust of the nose would be sufficient to raise it.

An interesting instance of reasoning from observation was furnished by a horse that I had a few years ago, who not only would untie his halter-rope, open the stable door, and unlatch the pasture gate, but, when the latch of the latter was fastened down, went to the other end and lifted the gate from its hinges with his teeth. Another of my horses, an aged sinner who had learned how to open the grain-bin, one day found it empty, and he forthwith opened with his teeth the slide in the chute by which the bin was supplied from a larger bin on the floor above. But such instances form only striking exceptions—and are striking because they are exceptions—to a law that is very general; and their chief value to the student of horses and horse-nature is in showing that horses vary in intelligence, and that, with them, as with men, there is now and then an individual whose mind is far superior to those of his fellows.

My Thoroughbred Mare

THE affection of the horse for his master has been made the theme of some very pretty stories, but I regret to say that many of the more picturesque of these yarns could hardly have had much foundation in fact. Not that the horse is incapable of affection by any means; but his affection is of a quiet and practical kind and is not spectacular in its exercise. Still, it is always possible to establish very close and pleasant relations between yourself and your horse so that he will come to trust you almost implicitly—and trust is close akin to love. Such a bond of sympathy and understanding should always be established, if you wish to get all the pleasure and satisfaction that there is in using a horse, for, with it, you can make him do many things cheerfully and without fear that he otherwise would not do at all. A short time ago there came into my possession a thoroughbred mare of an exceedingly high-strung, nervous temperament. When ridden, the sweat would pour

off her in runlets, and the slower it was attempted to ride her the more would she fret and worry; and when driven in harness she was never willing to walk, and would often pull so upon the bit as to cause her mouth to bleed. As a result, she had rarely been used, except for racing and show purposes and had always been exercised by a groom. I did not expect, however, to be so restricted in her use.

Now, a thoroughbred is unfitted by nature for heavy work, and a good horseman will not set him at it. But there is much light work on a farm that he can do with no detriment to himself; and, in less than a month, this mare, who never in her life before had gone quietly in harness, did not any more fret out her soul in chafing and worrying and prancing, but trotted quietly, like the sane animal that she really is. She also drew the wheel-rake in the hay field and, when harnessed to a light express wagon and a load adapted to her strength, would pull as steadily as an ox. A month before she would have resented being set to any new and unwanted task. What made the difference? Simply the establishment of a bond of sympathy and understanding between her and her master which led her to trust me and to accept as all right and as a matter of course whatever I required of her.

I have sometimes been asked: "But is it possible for a novice in horsemanship to establish such a bond?" Of course, at the outset, it is not. But a novice need not remain one; and if you make an earnest effort to get into closer touch with your horse—bearing in mind the limitations of his nature and seeking to communicate with him in his own language, as it were—you will be astonished at what you can accomplish in a very short time.

The matter of temperament would seem to be so simple as to require little elucidation, horses of a nervous temperament, naturally, requiring more care, skill, and gentleness than those that are more phlegmatic. Most well-bred horses are of a nervous temperament, but this temperament varies greatly in degree. Neither must it be inferred that they are, of necessity, nervous in the sense of their nerves being supersensitive or overwrought, for many horses of a very nervous temperament are quiet enough when properly used. But, as might be

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supposed, such a delicate mechanism is more easily deranged than one of a coarser make.

Let a horse of this kind stand in the stable, chafing under idleness and ennui and used only half enough, and you will soon find that, when taken out, he will be nervous, irritable, too full of energy by half, and disposed to shy at objects which, later on in his drive, he will pass unnoticed.

Why? Simply because the nervous system of an animal intended by nature for constant activity can not stand such unnatural conditions. Be very gentle with him, give him plenty to do and feed enough, but do not overfeed, and he will be all right.

Fortunately, most horses have, naturally, good dispositions. The bad ones are of two kinds, those that have been made so by bad management and those that are hereditary. It is worthy of note that the disposition is inherited in much greater degree from the dam than the sire; hence the great desirability of a good disposition in a brood mare.

So true is this that, in my whole experience, I never knew a peevish irritable mare to produce a good-natured, naturally docile foal; while, on the other hand, I have known stallions whose dispositions were far from good to habitually sire good, tractable sons and daughters when bred to good-dispositioned mares.

A bad disposition can generally be greatly improved by judicious treatment, but there is now and then a case, of the hereditary kind, that is so bad as to be hardly worth the trouble. Not long ago I purchased a young, sound, handsome horse for fifty dollars that would have been worth six times that amount if he had had a decent disposition. When in harness he was, in a sense, all right, though he never did his work cheerfully. Out of harness he was dangerous, and it could never be fore-

told when he would bite, strike, or kick—for he had all of these accomplishments. Still, my sons and I were all of us able to care for and use him, and, by means of certain coercive methods, suited to his case, kept him in tolerable subjection.

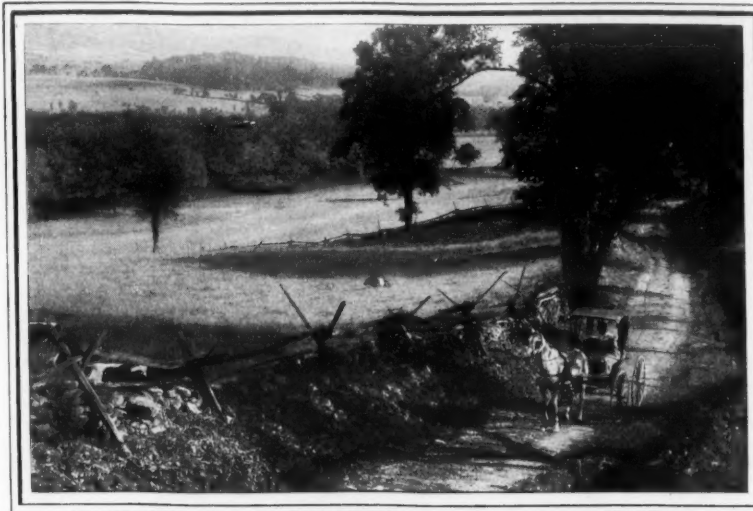
The brute was a wonderful roadster (such worthless beasts generally are), and, for this reason, we kept

In this way and on a constantly decreasing scale of valuation, the pest went the rounds of all the horse-men and would-be horsemen in the locality, and finally landed in the hands of the village livery stable man. It happened that when that individual led his new purchase into a stall and tied him up, he found himself unable to get out; every time he tried it, the horse was after him with a clean pair of heels. Finally he discarded conventionalities and made an ignominious exit through the small window in front of the manger, but, in doing so, left a portion of his trousers and a small piece of livery-stable man in the horse's teeth. As Artemus Ward said, "This was 2 mutch," and he had the horse shot then and there.

This untimely death would not seem to have been a great loss to the community, but the livery man spoke feelingly of a certain gentleman of horse-trading proclivities for whose special benefit he said he had bought the horse. "I should so like," he said, musingly and sadly, as he viewed the remains, "to ha' unloaded him on Alf. Peckham."

Such extreme cases, however, are rare, and the majority of horses, even if they are bad, can be made into good, useful animals.

Still, speaking generally, it is not wise for the man who wants a horse for pleasure or family use to buy one that shows a bad temper in any marked degree; and it is also well to remember that a good disposition can be spoiled, just as a bad one can be improved. Be firm, but always very kind and gentle with your horse, remembering that, while the limitations of his nature and the uses to which he is put render it imperative that he have an absolute master, it is his confidence and love that you want, not his hatred or fear.



There are few pleasanter experiences than driving a well-mannered, smooth-going horse

him for several years. Then we sold him to a neighbor, who had always said he could drive anything we could and whom we wished to have a chance to prove it. At the end of forty-eight hours he was earnestly seeking for some enemy (or even friend) on whom he could unload him.

The End of Free Land

The United States and Canada are Reaching the Limit of Area for the Supply of World Food

By AGNES C. LAUT



700,000,000 acres of free land, but only 25,000,000, or an area less than Iowa, suitable for homesteading

from what quarter of world oppression the land-hungry might come, earth's dispossessed could flock to America in full assurance that all they had to do to enter into their inheritance was to sit down on 160 acres of free land and make it theirs by running a furrow and a fence-line; and as late as the nineties, in the Southwestern States, some ran the fence-line round 1,000 more acres by way of warning newcomers to leave pasture land alone. Late as the eighties you could not sell Western prairie land at \$1 an acre or give it away, as one might say, at 50 cents. Late as 1900 you could travel for weeks across the plains and not see a settler's house oftener than an average of once in ten miles. Free land! Why, men wanted to be free of their land! They were land-poor, land-starved, literally land-hungry. They had slapped everything they owned into enormous holdings—farm holdings in Wyoming averaged 1,500 acres a farm—then they raised crops and stock, for which there was neither market nor railroad. Horses would not sell at \$20 apiece. Cows went begging at \$5. It did not pay to harvest potatoes at 15 cents a bushel; and when wheat was at 48 cents on the plains, it took a bumper Al crop just to pay the expense of working the land, with not a cent over for the land worker. And now, twenty years later, despite the big area still open to homesteading, reported both in Canada and the United States, we are at the end, not just coming to the end, but at the end of free land in America.

Prices Higher All Along the Line

HORSES that would not sell for \$20 now average up to \$150 and \$200. The cows that went begging at \$5 now command from \$60 to \$75. Potatoes that rotted at 15 cents because the price did not pay for hauling now sell up to \$1; and that old 48-cent wheat at the moment of writing is fluctuating around \$1.25. In the Southwest—where formerly you could not sell land at any price, and ranchers nonchalantly appropriated 100,000 acres for stock-runs and cheerfully shot intruding "nestors"—if you buy irrigated land for intensive farming and truck-gardening, you will have to pay \$100 an acre. If you buy land set out with high-priced fruits, like the orange groves of California or the fruit valleys of Colorado, it may cost you as high as \$1,000 an acre. Come up in the Middle West! You will not get good wheat lands under \$100 an acre. Or take the Northwest—

WITH nearly 400,000,000 acres of unappropriated land in the United States—equal to the area of Alaska—and with less than 100,000,000 acres occupied of the Canadian Northwest's 171,000,000 acres of arable prairie land—it is hard to believe that we are at the end of the free-land era in the history of the world.

From time immemorial, free land has been as much a feature of America as free air. No matter

wheat lands that would not sell for \$2 in Minnesota and the Dakotas now sell for from \$40 to \$70. Even semiarid lands of the Missouri bring from \$14 to \$20 an acre. Up in the Canadian Northwest is the same jump in prices in spite of collapse in boom and of 1907's panic year.

How do such land values square with the fact that the Department of the Interior reports 754,000,000 acres of free land? Deduct Alaska and your big total shrinks to less than 400,000,000 acres. That total is made up of free lands in twenty-six different States. Examine the lands of one, Nevada for instance, with 61,000,000 acres of free land left to her credit. Originally, Nevada had 64,000,000 acres of free land, being within a few thousand acres of the same size as Italy—3,000,000 acres are already occupied! What of the 61,000,000 unreserved? I turn to the Government survey of fourteen counties. Opposite each is the description "mountainous" or "arid."

Free Land No One Wants

IT WILL take irrigation to make the desert bloom; and it is making it bloom, making of the desert what the valley of the Euphrates was in prosperous days; but irrigation costs all the way up to \$40 and higher; so Nevada's 61,000,000 acres of open land may be written off the free list. Or take Montana, with 46,000,000 acres unappropriated. You can divide that land into three classes—mountainous, arid, and farming. When you have cut out the mountainous and arid, you have less than 10,000,000 acres of free farm lands left; and half of it is inaccessible for railroads. Or take South Dakota, with 6,000,000 acres of free land left of her original 50,000,000 acres. Of these 6,000,000 acres, less than 3,000,000 are tabulated by the Government surveys as capable of supporting an agricultural population. New Mexico and Utah and Wyoming total another 100,000,000 acres of open land; but all that is livable must be irrigated; and another 100,000,000 must be written off the free list. Your big total of 400,000,000 acres of free land has now dwindled to less than 200,000,000, and if you go over the rest of the twenty-six States where there is any free land, culling out mountainous, rocky, swampy, and arid, your total of free lands for the whole United States—land that needs neither draining nor irrigation, land that is neither rocky like the deforested upper ends of Minnesota and Michigan, nor low as in Louisiana— dwindles to less than 25,000,000 acres; and every acre of that total remains free because of some disadvantage greater or less—remoteness from market as in Idaho and Colorado and Montana, broken surfaces as in the Bad Lands of Dakota, rock and scrub as in upper Minnesota.

Now, every year there are homesteaded in the United States more than 4,000,000 acres; so that if every acre of those 25,000,000 acres of free arable land had no disadvantage whatever, it would be taken up to the last patch within six years. This does not mean that there will not be free grazing lands left. It does not mean that there will not be ample arid and mountainous lands left. It does not mean there will not be vast tracts for sale if you pay the price. It does not mean you will not be able to homestead for ranching in the arid valleys

of Colorado, or for stock-farming in the Bad Lands of Dakota, or that you can not buy good irrigated land in thousands of acres. What it means is this: the best available free land has already been taken, and the second rate will all be taken within six years. Texas lands are not included in this total, as they are administered locally; but first-class lands in Texas are no longer free. Remote from market, they are of no value for truck gardening or wheat. Near market and railway, their values run as in the Dakotas and Canada, from \$12 to \$30 an acre.

The thing is almost impossible to realize. But yesterday farmers from Canada were pouring into Michigan and Minnesota and Wisconsin at the rate of 100,000 a year. To-day there remain in Michigan only 135,000 acres of free land; and it is all second-rate, light soil, scrubby, rocky, and remote. Wisconsin, the very garden of stock-farming in the United States, has less than 14,000 acres left; and it is timbered, swampy, broken. Only a few years ago the world stampeded in a mad land rush to Oklahoma. Oklahoma has left of free land only 86,000 acres; and of that not a tenth is fit for even lightest grazing, according to the official report of the United States Land Office.

Nor need Canada emit too jubilant a whoop on the end of free land in the United States. Her railroad and immigration agents have made the most of it; but as in all great economic movements, the conscious factor has come in second. Before the immigration office had wakened up and begun to beat the big drum, the vast tide of colonists had set toward Canada. Take the timber limits of British Columbia, for example! American timber cruisers, American lumber capitalists had gone in on the field and bought up all the best timber leases from East Kootenay to Queen Charlotte's Islands before the Government awakened and announced that it would lease no more timber limits. The same thing happened in the gold stampede to Kootenay and the rush to the silver mines of Cobalt. The big influx had begun before the Government officers had accepted the facts of the cause; and the tented prairie schooner had begun winding its way "the plains across" from Kansas to Saskatchewan, from Nebraska to Alberta, before the big advertising campaign began.

The Situation in Canada

WHAT sent the American settlers to Canada was the shrinkage of free land in the United States; and by the same token a similar cause may yet send settlers—is really beginning to send settlers—to the old frontier of the down East and to the Southern abandoned farms. The man who has made good by raising what represents 8 per cent interest on a capital of \$40 an acre is keen to see if he can make 16 per cent on a capital of \$5 and \$20 an acre, which is the selling price of many run-down farms in New England and the South. In fact, most of the successful Western farmers have done better than 8 per cent on their capital, for the Western farmer whose land does not net him \$10 an acre does not consider that he is making good; and \$10 an acre is higher than 8 per cent on the selling price of the Northwest farm.

Ten years ago the Immigration Department of Canada issued a carefully authenticated statement that there were in the Northwest 171,000,000 acres of free prairie land, only 5,000,000 of which were farmed. Another

(Concluded on page 30)

The Art of Figure Skating

An Explanation of the Difference in the Styles That Obtain in Europe and in America

By IRVING BROKAW, Ex-Champion of America



Jackson Haines
Father of European figure skating, in opera *Le Prophète*



Swedish mazaruka step



The school figure



Miss Hubler and Mr. Burger, world's champion pair skaters

There is a style of figure skating which obtains in America and one which obtains in Europe, but both originated with Philadelphia, Boston, and New York skating clubs half a century ago. Everybody skated about the same way in those days without system or knowledge of the finer points as we know them now—i. e., everybody except Jackson Haines, a prominent dancer and member of the New York club, who introduced to figure skating the graceful shoulder, arm, and leg movements of his terpsichorean art. Skaters of that day, however, did not take kindly to the innovation, and when Haines went to Europe in 1864, taking his style and an original skate of his own design, which differed materially from any other model, his following in America was small.

The people of Vienna, where he appeared first, were amazed at his performances and marveled at his new skate, which had a rounded toe instead of the customary sharp point, even now in use, and two supports instead of three, so the foot rested naturally on the toe and heel plates. Thus, as the skate ran smoothly and rapidly over the surface of the ice, Haines was able to devote his efforts to the carriage of the body, which he endeavored always to maintain in graceful position, and so enjoyed great advantage over the others in large curves and figures.

Everybody liked his kind of skating, imitated his style, and bought his novel skate. And so Haines became the founder of the Continental style, which means the skating of large figures and moves in the most graceful and pleasing way; skating, in a word, which appeals to the esthetic sense as well as to the ambition to excel.

In attempting to keep on an edge or do a simple turn, almost every beginner bends forward, sideways, looks down at his feet, waves his arms, and swings his unemployed foot wildly in his struggles to preserve his balance. Now, the art of figure skating consists in controlling these movements; and the secret of all skating is balance; the sooner a novice learns this, and the quicker the movements of shoulders, arms, and legs, the easier will he find it to progress. The early skaters incorporated these ideas in their early precepts; but the foreign experts, through the influence of Jackson Haines, laid even more stress on easy and graceful position of body and careful restraining movements and carriage of the arms and balance leg. Each style requires that the body be held erect, carriage natural, the head upright, the knee of the employed foot slightly bent, arms hanging loosely at the sides. The International style goes farther and demands that the toe of the balance foot (unemployed) must be pointed downward and outward, the knees separated, the balance leg never to swing aimlessly, all movements to be purposeful and controlled, arms swinging easily from side to side about waist high, the fingers neither spread nor clinched, and the palms turned downward or inward.

We see, therefore, that more attention is paid by the Continental skater to the proper movements of the shoulders, arms, and legs in contradistinction to the American style,

which puts almost no restriction on any assisting movement.

The difference between the Continental and the American skating is not so much a matter of schedule as it is of performance. Both schools have similar sets of moves and figures, the former making them larger and always in the form of eights, while the latter makes them smaller and more in field, each, however, demanding correct tracings on the ice and proper execution of all turns.

The Continental style also demands ability to harmonize and combine all possible combinations of figures into a complete performance set to music. Here originality and skill have an opportunity, for the skater may invent and combine any and all moves which he thinks will make the most telling effect.

At one time the American schedule had a final section which corresponded somewhat to this, which was called specialties, but in recent years it has been dropped, as the program was already too long.

Foreigners and Americans have met but seldom in figure skating, probably because of the difference in the two styles; but when they have, the Americans have given the better account of themselves. No foreigner has ever taken a prize in an American championship; but in 1890, before the establishment of the International Skating Union, Rubenstein, a famous Canadian skater, carried off a prize at a great skating contest at St. Petersburg, in which many countries were represented; and in 1908-9 the writer, while at St. Moritz, had the satisfaction of being the first American to win a prize in the International style.

Because figure skating is so difficult, requiring long and patient practice, and therefore demanding more time than many are able to devote to it, only a small number reach the top rank. In Europe there are many more of high skill than in America, probably because of the greater interest taken in this sport and the encouragement given to it by clubs; but outside the question of style, no foreigners are able to surpass in skill the best of our American champions. In fact, there are a number of our old-time skaters who in the early days made great names for themselves in Europe, such as Curtis and Goodrich, Alfred Moe and William H. Fuller, besides the professionals, Meagher of Canada and the Davidsons from the West.

Of our own generation we have Williams, Bassett, Duffy, Dr. Keane and George Phillips, winners of the championship several times; Rubenstein, Evans, Bacon, Good, and Story.

In Europe the top-rankers are: Salchow of Sweden, nine times winner of the world's championship; Meyer, Thoren, and Johansson, also of Sweden; Fuchs, Rittberger, and Burger of Germany; Hugel, Bohatsch, and Herz of Austria; Panin, Ollow, and Datlin of Russia; Grenander and Grieg of London; and Magnus and Sabourét of Paris. From Berlin, Fritz Schmitt in Boston and Arthur Held in New York are now successful exponents of the International style.



A graceful movement in pair skating



Skate used in England about 1850



Type now used for figure skating



Illustrating a figure on the toe-points of both skates



Position at the beginning of the waltz step



Ulrich Salchow
Nine times world champion, doing a backward loop



The eight backward



Double-toe pirouette

The Game of Duck Shooting

Whether from Sink Box or Point or Over Decoys, the Sport Demands High Skill and Hardihood

By PERCY M. CUSHING

TO PLACE a square foot of solid matter, moving seventy miles an hour, at irregular angles of flight, full within a thirty-inch circle of shot, at forty yards, is more than a trick; it is a science—a science of rapid action, true nerves, lightning eye, and intuitive feeling for distance and speed.

To the average American the word science is about as dry as alkali dust in August. But if there is anything uninteresting about trying to locate that square foot of moving matter within the fatal thirty-inch circle, the writer has never apprehended it.

Let us admit, to begin with, that duck shooting is as fascinating, as keen, as difficult a game as there is, which assertion every man who has shot ducks will back up. Add to this the statement that it makes for manly characteristics, perseverance, and steady nerves; and we come near defining a perfect outdoor sport.

It is a conservative estimate that there are three million men who hunt in the United States. Of these at least half are duck shooters, for the reason that at the present time there are more ducks than any other kind of American game. Quail, grouse, woodcock, snipe have all diminished before the fire of the double-barrel, until now in many localities where once abundant they are found no more. But the wild ducks, more hardy, more difficult to approach, harder to bag, and obtainable to best advantage only under the severest conditions of weather, have survived in larger numbers, and are still to be found from coast to coast wherever there is water, and civilization is not too plentiful.

It is not to be doubted that when all other feathered game is gone the wild ducks will still continue to follow the coasts, south at the approach of winter, and north again when the spring winds stir. They will be the principal game birds of the country in the future, and, with this in view, they are naturally the most important features in the game situation of to-day.

The method of shooting ducks varies. In the Eastern States, along the coast bays, in the mud inlets, and on the rivers, the gunner either shoots from a point of land jutting into duck waters, or from a battery or sink-box. Probably of these two methods, point shooting is the more sportsman-like, as there is less deception, and large bags are more difficult to obtain. Point shooting from New Jersey up to Maine begins in September or October, when the season for duck shooting opens, and lasts until January. Most of the ducks obtained are of the deep-water variety, that is, those that dive for food. These include the much-famed canvasback, now sadly depleted in numbers; the redhead, the broadbill, and several other varieties, such as the goldeneye and the scoter.

In point shooting, which is the method most commonly employed in the East, there are three important things the gunner should observe: First in importance is the kind of bottom beneath the water on which he sets his decoys; it is practically useless to put decoys on water under which the bottom is bright sand. With the exception of geese and brant, aquatic fowl will not fly in to decoys set over sand bottom. Just why this is it is hard to explain, but it is a well-known fact. So the gunner should select a point where the bottom of the bay is muddy or grown with dark sea-grasses that obscure the glare of the sand.

The second important thing is to anchor the wooden imitations in such manner that they will be easily seen by birds flying at some distance from the point. This end is best obtained by stringing them a yard or more apart so they will cover a large area on the water, and therefore be more conspicuous.

The third rule to be observed is that the decoys should



It takes one into the vast open spaces

never be set from a shore against which the wind is blowing. Ducks always fly to decoys against the wind, and will seldom come in to a windward shore. Anchor the decoys to leeward of your point.

Point shooting is cold work. To shiver all the gray December day on a wind-swept beach or meadow bank requires determination and hardihood. The blind that the point gunner uses is seldom an efficient protection against bleak, chill gales. Most often it consists merely of a few bushes stuck in the mud on a low breastwork of seaweed piled on the shore, and affords no comfort whatever. It is only the thrill of the sport as flock



One needs hardihood to lie on a bleak beach point for hours

after flock of ducks sweep in to the decoys that keeps the blood warm, despite the bitter cold and wet.

Battery shooting is even more trying than point gunning. Briefly speaking, a battery is a coffin with a platform nailed around its top. The platform is there to keep the coffin from sinking when the gunner gets into it. The battery lies flush with the water, and can not be seen at a short distance. It is anchored out in open water, with a sheet of canvas fastened on the windward end, and stretched flat over the water, so the waves, instead of washing into the box, are smoothed off by the canvas fender and pass beneath it. Around the battery are anchored some 150 decoys. The gunner lies flat on his back, with a pillow under his head, so that his eyes are raised just level with the top of the box. The ducks, seeing the decoys, fly to them, and when they are within range, the gunner sits up and shoots. Of course the battery gunner can not go and pick up the ducks he kills, as the battery is stationary in the water. Another man in a rowboat or skiff is anchored a quarter of a mile to leeward of the battery, and as the dead ducks float down with the wind, he picks them up.

The Best Shooting is in the Southern Coast States

IT IS in the South and the Middle West that duck shooting perhaps holds the greatest charm and affords the maximum of comfort. Along the coasts of Carolina and other Southern States most of the shooting is done over decoys from blinds on the shallow flats of sound and bay. These blinds are built of long bushes driven into the mud flats in a circle, so that a punt or flat-bottomed boat can be drawn up into them. The gunner sits in his punt, sheltered from the wind by the bushy tops of the blind, and shoots the birds as they fly in to his decoys. Duck-shooting weather is not so cold south of the Carolinas that a man needs to go bundled in sheepskin coat and ear-flapped cap, and, in addition, ducks are far more plentiful and of better variety than those along the North Atlantic shores. It is probable that the South affords the best duck shooting in the United States to-day. With a coast far less populated than that of the Middle Atlantic and New England States, the haunts of the wild fowl are not so frequently disturbed, and as a result ducks are more plentiful and not so shy.

Next to the South, the Middle West, particularly the Dakotas and Minnesota, afford the best sport. In these inland districts the birds are of a different variety than those which are bagged on the coast.

Instead of the deep-water ducks, the canvasback, red-heads, and their fellows, the inland wild fowl are of the puddling variety, that is, those which feed near the surface in shallow water. These are mainly the mallard, the blue and green winged teal, the pintail, and the shoveler.

With a change in the varieties of ducks, the gunner who goes west finds an equally marked change in the methods of taking them. Except on the larger lakes, point shooting in inland waters is unknown, and that favorite of the coast, the battery, is never seen. Most of the shooting is done in the prairie sloughs and marshes, and while decoys are used occasionally, they are not nearly as important to sport as they are in the East and South.

In fact, the farther east one goes, the more important part the wooden decoy plays. On the flats of the Illinois River it is now used extensively, where a few years ago most of the shooting was done after the fashion known as yellowhammering, or jumping the ducks from the marshes along the shore by walking along the banks. Punt shooting or poling downstream in a flat-bottomed boat and catching the birds as they jumped was also a favorite method.

Besides the method known as jumping, pass shooting is the form most in favor in the West. Pass shooting is one of the most difficult kinds of duck shooting, requiring extreme skill with the gun. To begin with, a pass, when speaking in ducking terms, is the connecting link between two marshes, or two lakes. Usually it is a narrow creek, or nice grown slough, seldom more than a hundred yards wide. Every morning about sunrise, and every afternoon as the sun begins to wester, the ducks fly from one marsh to the other, always following the pass. The gunner takes his place behind a screen of bushes in the middle of the pass, and as the ducks pass over him in full flight, he shoots them, or, more often shoots at them, unless he is an expert; for there is no greater test of a man's skill with a fowling-piece than a teal duck going ninety miles an hour in the uncertain yellow light of a December afternoon.

Probably pass shooting is the cream of all duck hunting—the cream because it is the most difficult, because success requires the maximum skill. Many a good shot who has killed eighty per cent of deep-water ducks over decoys on the coast has spent a whole day on a Western duck pass and had but a scant twenty per cent of kills to his credit.

The choice of a gun for duck shooting is largely a matter of taste. The man who is to try his hand for the first time can do no better than buy a double-barrel, hammerless gun of twelve bore. Many experts have been leaning more and more toward the smaller gages of late years. Some men have been using twenty and even twenty-eight gage guns for wild fowl, but, in the writer's opinion, this is an extreme that does not make for good results. Years of tests with all sizes of bore tend to show that the twelve gage is the best for all wild-fowl work.

Of course, no self-respecting sportsman will shoot ducks in the spring. Nor will he shoot them when they are sitting, nor shoot them after sundown, when the advantage is all on his side. Duck shooting is just as much a game as any other wholesome outdoor sport, and demands the same fair play that every real sportsman gives any noble pastime.



Waiting for ducks that seldom come



Wet and cold in the fierceness of winter winds

Vegetable Gardening in Tubs

With Little Effort Tomatoes and Other Small Vegetables Can be Grown Six Weeks Before the Regular Season

By MARTHA McCULLOCH-WILLIAMS

GARDENING in tubs is a bit troublesome but worth while, either where there is restricted space or a growing season too short to give returns from such sun-loving things as okra, eggplant, green peppers, or even melons. By help of it you may have tomatoes six weeks before they ripen in open ground. This, of course, means forethought and something of contrivance, though not so very much expense.

First choose what things you want, next get the best seeds possible, then from late January through March plant the seeds in thumb pots, putting two or three seeds to a pot, plunge the pots in a box of earth, and stand it in a sunny window, keeping it moist but not wet, and taking care it shall not freeze. Shift the young plants to two-inch pots as soon as they show rough leaves. Shift them a second time, if the planting season is delayed, watering them sufficiently all the while, but not stimulating them with liquid fertilizer. The earth in the pots ought to be very rich and light—about a third each of sandy loam, leaf mold, and well-rotted manure.

By the first of April have ready your tubs. Barrels sawed in half, with the top hoop tacked in place and handles nailed on opposite sides, are the best. Bore several one-inch auger holes in the bottom of each. If they are to be plunged in earth, bore other holes halfway up the sides. Fill the tubs within two inches of the tops with very rich earth—it should be at least half rotted manure. Put in the center a length of two-inch tile or a tall tin can perforated on the sides and also the top and bottom, packing the earth neatly around it. This is to receive either water or liquid fertilizer when the tubs are fully in commission. The liquid, passing out on every side, reaches roots everywhere, and the surface is saved from puddling or caking. In watering, after the drains are filled, lay something over them—to prevent evaporation, also to save clogging them. But that comes after they are in place. The next thing, after filling the tubs, is to set them in a sheltered



The Planted Tub

Showing the reservoir for the liquid manure, the thumb pots and the plants shifted to the larger pots

situation, as the south side of a wall, or under a shed facing south, or even in an airy and well-lighted cellar.

Set four to six okra plants in a tub—the number depending on the size. Plant about half-way between the rim and the drain. Three peppers will be sufficient for even a big tub. Eggplants should each have a tub to themselves, and be set very close to the drain. Two tomato vines may go in a tub, but must be staked up stoutly and kept well pinched. If the pinching is severe and persistent after half a dozen clusters of fruit are set, it will hasten ripening by ten days at least. Choose early sorts for tub growth, unless tubs make the whole garden. In that case have a succession—the late sorts can be moved to shelter, and yield until almost Christmas.

Use only big tubs for melons—a barrel half sunk in earth is better than a tub. Plant three or four vines in the beginning, pulling out all but the thriftiest when they show signs of running. Give melon tubs a seat against a wall, so the melons may be supported in nets as they form. Half a dozen cantaloups or a couple of water-melons does not seem a big return for so much trouble—but with seeds properly chosen the fruit will be of a quality and flavor much beyond what the markets supply. After early cantaloups are out of the way, cucumbers, sowed in pots and in the rough-leaf state, may be set in the vacant tubs, and will yield a crop of fine small pickles. If a border or plot is available, plunge

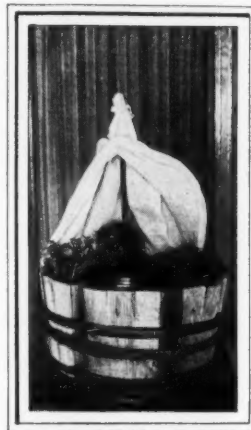
the tubs more than half their depth, so as to save watering. Where plunging is impossible, set them in a row along a wall or fence, so when the first frost threatens they can be easily protected. Old carpets, tarpaulin, tent cloths, any thickish texture in fact, flung over or tacked against the wall, and raised and lowered night and morning, will protect the vegetables for several weeks. Or they may be removed to the shed or cellar, there to mature their green fruit.

Tents of cheese-cloth, hooped around the bottom, with a central support, protect the plants, when first set, not only from frost but from insects. They should be kept on until the plants outgrow them, raising them longer and longer each day so as to harden off the tender growth inside them.

The tubs must, of course, be very well watered. Give liquid manure at least once a week, and take care to follow each feed of it with clear water within an hour or so. Keep the earth light, stirring it with a fork or a pointed stick. If it sinks, fill in fresh earth—the surface should not be less than two inches below the tub-rim.

By the use of tub-planting even where garden ground is plenty, folk in high latitudes may have things semi-tropical. Tub culture adds rather more than two months to the season of growth, bringing in things earlier and making them last longer. Rose lovers should take particular note of it, as rose-trees in tubs can be wintered over in cellars, then taken back to the borders in early May, ready for growth and bloom. They should have iron-bound tubs—made, say, from oil barrels, and furnished with stout iron handles.

Such tubs last for years, even when plunged each season. By help of them all the tender, tea-blooded beauties may come to their own. It is well established that no rose ever does come fully to its own under six years of age. So it is worth while to be at the pains of cherishing them through rigorous winters, that we may have their sweetness and light in the glow of June.



Tent serves as a windbreak



Tent down on a frosty night

A Raging Rogue Elephant

Men of Wide Experience Differ as to the Most Dangerous of African Animals to Hunt

By Major F. R. BURNHAM

THE vast highlands of East Africa are strikingly picturesque. The mountains tower above the snow-line at the equator, Mount Kenia rising to the height of nineteen thousand feet. At an altitude of from ten thousand to twelve thousand feet, they are girt by belts of thick bamboo jungle as dense as the cane-brakes of Louisiana. These belts are sought by elephants as a cover during the day, and innumerable trails wind through the jungle. Below the bamboo, forests of beautiful conifers outspread, similar to the cedars of India or the cedars of America.

It is not generally known that the elephants like to ramble over such heights. I have known them to clamber over rocky ledges and across deep cañons that would be impassable for an active horse or even a mule. In spite of his enormous bulk, the elephant is able to do this, on account of the advantage of the shape of his hind leg, which he is able to double up, as a man doubles his knee.

On one of my expeditions the natives had told me of a solitary bull elephant of great size that occasionally came at night out of the heavy jungle of Mount Kiningop into the more open ground and valleys below. He was described as a rogue, an elephant who, for some reason, is driven out of the herd, and is always solitary, extremely fierce, and dangerous.

There are two theories as to why an elephant becomes a rogue. One claims that he is subject to a malady similar to insanity in the human race, and is made an outcast by the herd, in self-protection. The other asserts that the rogue is a libertine who has attacked a female during mating time, and is expelled as a penalty. Sir Frederick Jackson, one of the closest students of natural history in Africa, is not yet satisfied in his mind as to the true cause of the making of a rogue.

Men of wide experience differ as to what is really the most dangerous of the African animals to hunt. Some say the wounded lion; others, the wounded buffalo, whose enormous bulk and strength are combined with a singular cunning. When he knows that a hunter is on his track, he will often double back in his trail, and wait in hiding for the man in pursuit to pass. Then he will rush out of the long grass at such close quarters that very often the hunter has not time even to swing the rifle and place a shot to stop him. Without under-rating any other wild beast, my own belief is that a rogue elephant, in dense jungle, is the most to be feared of them all.

One morning the natives came to my camp to report that the trail of the known rogue had been discovered not far away, and very fresh. I set out immediately with two natives and a young New Zealander to follow it up. On reaching the edge of the jungle, we found that the elephant had evidently passed in, not more than half an hour ahead of us. Elephants have wonderfully keen hearing, but their eyesight is probably not quite as keen as that of a human being. It was necessary to follow with the utmost caution, as the snap of a twig, or even the swish of a branch carelessly loosened by the hand, would be audible to the elephant in ample time for him to slip away from us, or to charge at once. As the jungle is so dense that it is impossible for a man to run in it, although an elephant can tear through it with the utmost ease, one's only chance of getting a shot in these conditions, with any degree of certainty, is to approach him unawares.

A Bullet-Proof Elephant

SO I KEPT the natives and my New Zealander friend about fifty yards behind me on the trail, and moved foot by foot, as noiselessly as possible, until, on lifting a partially broken branch, I found myself within thirty feet of an elephant of tremendous size. He was standing broadside, his ears slowly flapping. Up to this instant he had not seen me or got my scent. If it is possible to get a shot at the elephant's temple, it should be chosen as the most vulnerable spot, and a well-planted bullet from a heavy rifle will bring down any elephant, no matter what his size. In this case, the swaying head and flapping ears made the temple a difficult spot, and I preferred the alternative of placing a bullet in the heart. His shoulder was exposed directly in front of me. As I raised my gun to shoot, I found that in crawling through the jungle the sights of the rifle had been entirely covered by a mass of the peculiar golden cobweb which is a familiar sight in this part of Africa. Just as I leveled my rifle, the elephant saw me and turned his immense head and ears, but I was obliged to take some of the precious time to clear the back sight of the mass of cobwebs before I dared risk a shot, which would have no more effect in stopping the rush of an elephant, unless it pierced his heart, than a shot from a .22 rifle would have on a charging bull. Cleaning the sight, I

shot quickly, and as the recoil of the heavy rifle swung me around, brought the second barrel to bear again, just as the elephant's big bulk lurched toward me.

We afterward found that this first bullet, fired from a .450 express and using cordite powder, had penetrated through the shoulder, the ribs, both valves of the heart, and lodged on the ribs of the opposite side; while the second shot, being fired as the elephant had begun to move, missed the heart, but had made an equal penetration about ten inches above the heart. Either of these shots, from the rifle of the caliber which I carried, would have become almost instantly deadly to any other animal.

To my surprise, this enormous rogue continued to rush at me without a check, and I was facing him with my gun empty, and the jungle so thick that it was impossible to run. The most I could do was to watch his rush, and try to dodge the tread of his enormous feet and the swish of his trunk. It so happened that, possibly from the shock of the bullets, he missed his charge and passed over me, the momentum carrying him far into the jungle, but bringing him in sight of my friend the New Zealander. Upon hearing my shot, he ran forward to give assistance. He was armed only with a military rifle, closely corresponding to our Krag-Jorgensen. He planted a bullet which plowed through the ribs of the elephant, and, as we afterward found, embedded itself almost in the center of the heart. The bullet had ranged forward on passing the ribs.

The elephant had now disappeared in the jungle, and, upon reloading, I again took up his trail, and followed it with the New Zealander and one native. It seems almost incredible that with such close-range shooting, we had been unable to bring this huge beast to his knees. We followed the trail for about five minutes, when suddenly, without warning, as we were crouched in the jungle, we saw him charge with a trumpeting roar almost upon us. Again we were in the same predicament as when the first shots were fired. The jungle was so dense and thick that it was impossible to run, and our only chance was to stop or turn the animal by well-placed bullets.

The head of an African elephant has a protection over the brain of more than a foot of bone, but just where the tusks enter the skull there is a spot about eight inches in diameter, where the bony structure is very cellular, and it is quite possible for a bullet to strike this point and drive directly into the brain. To hit this spot, however,

in the great mass of rushing, moving flesh, even at close range, is extremely difficult.

Our guns rang out almost in unison, and we afterward found that we had missed this spot by a few inches; but, thanks to the terrific power of the cordite, the shock to the elephant was so great that it spun him round and diverted his direct rush upon us. It was probably the saving of our lives that the first shots had begun to sap his enormous vitality. Again he dodged off into the forest, and we, reloading, took up the trail with a weakened faith, it must be confessed, in our marksmanship and our weapons. We felt that it was more by good luck than anything else that we had not been trampled to death. After ten or fifteen minutes of the most careful trailing, I again approached the elephant, so close that I could hear his breathing, but he evidently was still on his feet and still savage.

At this point of the jungle there had fallen an enormous tree, several feet in thickness. Following along this log, we reached a point where the large branches forked, bringing us within a few feet of the elephant. But at this point he evidently got a scent of us, and, with a trumpeting roar, charged upon us. Again I fired both barrels from the power rifle, and my New Zealander friend fired with the military rifle. Waiting until the elephant was within a few feet of us, we jumped into the

forks of this fallen tree just as he passed again. He trumpeted in a way that was most amazing, and it seemed to us that, in spite of all the shots we had been able to put into him, he would tear the tree to pieces and get us. He dug his tusks into the earth at the roots, and tore away many of the smaller branches as if they were chaff.

Dead at Last

AGAIN I reloaded my rifle, and, watching my opportunity, managed to place a bullet in the base of the brain, which brought instant death. Hearing the shots, the natives from our camp soon came up and began the removal of the splendid pair of tusks, over six feet in length, which I still retain as a souvenir of this hunt. Out of curiosity, we made a careful measurement of the animal, and then traced the bullets to see whether we had shot badly, or if the elephant was possessed of a marvelous vitality unheard of in any other animal of which I know. We found that, barring the last one, the really vital shots were the first three fired, and that, except for this, in spite of all our shooting, even with the high-power guns, the elephant would probably have survived.

Our measurements determined the circumference of foot to be 61 inches, the height of shoulders 9 feet 10 inches, and the length from tip of trunk to tip of tail

27 feet, measuring along the backbone and head. The thickness of his shoulders was enormous, and his strength incredible. Large as he was, however, there had been other elephants shot in this region, around the head of the Nile and East Africa, that exceeded these measurements, although this was certainly a very large one.

The largest pair of tusks in the world came from this region. They were on exhibition in the city of Chicago, and weighed 226 pounds each, although it is also a fact that the largest tusks are not necessarily carried by the largest elephant. The largest elephant that I ever saw in my life had very small tusks, and the largest tusks that I was ever successful in getting weighed 148½ pounds each, and came from a moderate-sized bull.

Usually elephant hunting in Africa is done by stalking the elephants until they get into comparatively open country, and then shooting them in the brain or heart, and, if shot in the heart, following them up till they drop. Even the small-bore military rifle is quite strong enough to kill the largest elephant, provided he is struck in the brain. Unfortunately for the pursuit, however, most of the hunting in the back basin of the Congo, and through other parts of Africa, carries one into such steaming swamps and jungle that a hunter runs great risk of succumbing to the deadly African fevers.

Tragedies in Bird Life

Nature's Law is the Survival of the Fittest, and She Has No Sympathy for Sickness and Suffering

IN THE treatment of her wild children, Nature does not adopt human methods. We may pass from the busy city street to the long white rows in the hospital ward, but Nature has nothing of this kind. She has no time for sickness and sympathy. Occasionally I find a sick or weakened creature, but it is rare. Her unchangeable law is the survival of the fittest. The battle is to the strong and healthy. These become wary, elusive, and fit to mate. In this way Nature safeguards the species and makes it permanent at the expense of the individual. She taught the Greeks that it was better to expose the sickly child on the face of the mountain.

Tragedies are common in bird and animal life. The end is generally tragic. The weak falls a prey to the strong. Nature knows not the decline of peaceful old age. Life is all spent on the march and in the firing line. The waning of power, a moment's lack of alertness, are fatal. In some form the shape of death glides along every trail, creeps about every orchard, lurks in the deeper woods, skims the placid surface of the river, cowers in every nook and corner that Nature owns. The cat, the fox, the weasel, the snake, the hawk, and all such creatures are hunters and hunted, pursuers and pursued. Life is death, and death is life.

One day I saw a shrike or butcher-bird strike a wild canary. The shrike is a murderer, and he kills his own kind purely for the taste of blood and brains. His name comes from his habit of hanging his meat on a hook or in a crotch. But he does not go free. A pair of shrikes had a home in a small juniper up the hillside. One day I heard a commotion and looked up toward the nest. A Swainson's hawk flew deliberately into the home tree, reached into the shrike's nest and sailed off across the cañon with a young shrike dangling in his talons. Another moment, a shot rang out and the hawk fell dead, tragedy following tragedy in rapid succession. Yet it strikes no pall on the face of Nature.

One day I was watching a pair of yellow warblers in the orchard. They were flitting about a vine-covered fence. They were either building or just about to build a nest in the vicinity. The first thing I noticed, the male paused on the fence, fluttering his wings. His mate flew down beside him. He tried to fly to the limb of a near-by tree, but fell short and wavered to the ground. His wife was right beside him, chirping all the time. I went nearer for a closer view. He lay flat on his back, writhing in pain. I could see he was dying. His wife was on the fence scarcely a yard from my hand, fidgeting and calling for him. But he died almost instantly, stricken by I know not what.

Two days later I was sitting on the front porch with a flock of English sparrows sputtering and quarreling in the street in front of the house. Suddenly the Englishers scattered like fragments in an explosion, and a sparrow-hawk nabbed one just at the trellis over the porch. With two blows, he caved in the skull and sat on the post at the corner of the tennis-court to finish his meal. For a few

By WILLIAM L. FINLEY

Photographs by Herman T. Bohlman

moments the sparrows kept hidden, but in half an hour they were sputtering and fighting in the dust as if nothing had happened. The next morning the creeping form of some neighbor's cat shot out from a tuft of grass. There was a smothered chirp, and another of the flock had gone.

In my neighbor's back-yard I found a song sparrow hanging dead in the woven-wire fence. In some way the foot had been caught in the twisted wires. The bird, in



Feeding on Young Birds

A gopher or bull snake robbing a sparrow's nest

trying to release itself, had wedged the leg over and finally broken it. At another time I found the body of a thrush hanging to the barb of a wire fence. The wire ran straight across the top of a zigzagged fence, and the bird, in full flight, had just skimmed the top of the rail to go full force into the wire before it was seen. The barb had caught in the neck and the force had swung the bird's body over from below, locking it in a death grip. Sometimes we hear of birds that have been entangled in the threads of horse hair used in nest building. A careless step often means death.

Telephone and telegraph wires cause the death of many birds. I have counted over twenty phalaropes and sandpipers in the distance of a mile along wires in the marshes of lower San Francisco Bay. Some were dead, others wounded. I saw a small flock flit across the road ahead of us. The end of a wing flew in one direction and the wounded bird went fluttering to the ground. In his zigzag flight he had not noticed the wire, and he struck with such force that the last joint of the wing was completely severed. He could never fly again, although otherwise he was unharmed. Like many others along the road, he was but food for some foraging cat.

Roving Animals Dangerous to Nesting Birds

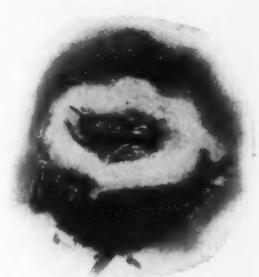
ROVING animals, such as cats, coyotes, foxes, and others, often create havoc among nesting birds. On a wide, sandy beach in southern California I found a colony of least terns. The birds make no nest, but scratch out a little hollow in the sand and lay their two or three eggs. Occasionally there was a bit of driftwood or a light row of dead weeds washed up by the water. For some reason the terns usually selected a nest site just at the side of a small drift or a few blades of grass. For three hours I followed the trail of a coyote, crisscrossing back

and forth up and down the extent of the beach. He, too, had learned the nesting site of the tern, and he had a taste for eggs and young birds, for he crossed from place to place wherever a nest was likely to be, and he succeeded in finding almost all the homes in the colony. Snakes are responsible for the death of many birds. But twice in my experience have I caught a snake in the act. Once while following a cow trail up the side of a small stream on the south-

ern California coast, my attention was attracted to a fuss caused by a pair of sparrows. I pushed through the bushes and looked for five minutes before my eye caught the form of a big gopher or bull snake with the upper part of its body coiled on the nest and the rest trailing down the branch.

He had devoured the young. The rascal watched me with his lidless eyes. As I drew nearer, the fact began slowly to penetrate his brain that he was in danger, and he started to slide back down the branch. I had caught him red-handed; I ought to have scotched him. But the birds were gone, and I remembered years before I had paid one of my playmates ten cents for a bull-snake just to send him down the gopher holes in our garden. After all, the snake was playing his part. He may rob a nest occasionally, but as a rule the birds are above his reach. He is useful because he eats many mice, moles, and gophers.

Accidents are not uncommon where birds are nesting in colonies. A few years ago I visited a colony of herons that nested in some sycamore trees. The young night herons are very expert at climbing, but sometimes they misstep and fall to the ground. I saw where one young bird had hung itself by getting a foot caught in a crotch. That in itself was not unusual, but a second bird hung by the neck only a few inches away. He had fallen or overbalanced on a small limb, and, as is the custom, had hooked his chin over the branch to keep from dropping to the ground. The head was not caught between the branches, but simply hooked over a bend in the twig. Here he had hung himself rather than fall to the ground. His clutched right foot showed that the death struggle had been a reaching and stretching to regain the limb. Had he thrown his head back a trifle, he would have dropped to the bushes below. It seems impossible that the bird could have held the rigid position of the neck through the death struggle. The force of instinct against falling was strong even to death.



Picked Clean

Bones of humming-birds



A Double Tragedy in a Night-Heron Colony

In different ways two young birds have hung themselves



Caught in the Act

A sparrow-hawk feasting on an English sparrow

Comment on Congress

IT MAY now be taken as settled, although there is still some determined opposition, that as soon as the Democrats assume control of Congress they will do away with the last and most important feature of the Speaker's power, the appointment of committees. This will be a revolutionary change. It will be the final achievement and crowning success in the contest that has been known as "the rules fight." That contest began on March 15, 1909, and has been carried on persistently by the Insurgents and Democrats. It is doubtful if any of those who began the fight looked forward to such early victory; indeed, many of them doubted whether it would ever be possible to take away the Speaker's committee-appointing power, a power which in effect makes every member of Congress a suppliant before the Speaker until the committees are announced, and afterward a grateful beneficiary, eager to do his bidding, to vote as he directs, and to manage the committees as he wishes.

The New Way

THE new plan, which will probably be adopted by the Democrats, is for a party caucus to choose a single all-powerful committee, Ways and Means, and let this committee select all the other committees. Whether this new plan shall be adopted, or whether the old system shall be retained, will be determined at a caucus of the Democrats, to be held January 19. By the nature of it, this caucus will be one of the most important events at Washington this winter. It will decide this one all-important question, and it will be, so to speak, the first official Democratic action, the first event from which it will be possible to make inferences as to how the Democrats are going to use their power. There is little doubt that most of the Democrats realize how morally bound they are to make the change; so long as they were in the minority they fought and voted for the changes in the rules and eloquently pointed out the iniquity of the Republican Stand-patters in maintaining the old system. To change front immediately upon coming into power themselves would not enhance the confidence of a public which is watching the new majority with eager curiosity. Nevertheless there is determined opposition among some of the Democrats.

One Contest

IF THE new plan goes through, the personnel of the Ways and Means Committee will be of great importance, for it will have exactly the same committee-appointing power that the Speaker had before. Naturally there will be keen competition between sections, factions, and individuals. Just now, to consider one situation only, it is a question whether North Carolina shall be represented on the committee by Claude Kitchin of the Second District or Edward William Pou of the Fourth District. In principle, these two men are as wide apart as the poles. Any contest between them goes to the very heart of the situation, and which of them is chosen by the other Democrats will be a vital matter in view of the fact that the most important business of the Democrats will be the revision of the tariff. Pou is that strange thing, a protection Democrat; Kitchin is not. Pou is one of that group of Democrats in Congress who frankly repudiated their platform pledge and voted for the tariff on lumber; Kitchin, on that occasion, made one of the most effective speeches of the session, recalling the Democrats to their duty and standing firmly by the traditional Democratic attitude. The action of Pou and the other protection Democrats caused widespread indignation at the time. These words appeared in the New York "World":

"These are political sins for which punishment is certain. They affront decency and good faith. They reveal a degradation in our political life which almost passes belief. They put the Democratic Party on trial, not for its principles but for its honesty. Errors of judgment may be defended and excused, but perfidy finds no apologist anywhere."

These words were not intemperate. The Democrats in Congress have no more pressing care than to avoid the danger that the party may be dominated by the same high-tariff element that brought disgrace and failure upon it when last it had power. This Democratic caucus, on January 19, will probably be the most important event at Washington this winter. It will choose this all-important Ways and Means Committee of the next Congress; this committee will be dominated either by real Democrats or by protection Democrats. The protection Democrats are trying to secure representation; Pou is only one. Brantley of Georgia and Broussard

By MARK SULLIVAN

of Louisiana are two others who voted with the Republicans on tariff schedules. They should be kept off the committee.

A Verb

PRESIDENT TAFT, in his annual message, recommended a modified parcel-post (on rural delivery routes) and concluded with this sentence regarding the parcel-post in the broadest sense:

"General parcels-post will involve a much greater outlay."

Welcome the state of mind indicated by "will." Mr. Taft might have said "would."

An Important Date

THERE will be few really vital roll-calls in the present session of Congress. One will occur on February 15, on the bill whose official title is:

"... For the protection of the water-sheds of navigable streams, and to appoint a committee for the acquisition of lands for the purpose of conserving the navigability of navigable streams."

This is the measure that is more familiarly known as the White Mountains-Appalachian Forest bill. In its present form it appropriates \$10,000,000 to be expended by 1915 in acquiring forest land. It passed the Lower House of Congress last June by an easy majority. It went to the Senate and met with some opposition, its most important opponent being Senator Burton of Ohio. After some debate, since it was then close to the end of the session, it was agreed to take a vote on February 15. Friends of the measure should understand that if it fails to pass on this occasion all the work of persuasion and agitation will have to be done again.

The Montana Senatorship

THERE is no political news in the United States more startling than the information that the most promising gum-shoe candidate for the Senate from Montana is the principal attorney of the Amalgamated Copper Company. Is this what the Democrats of Montana meant to do when they defeated Carter?

Read This

TO LAY with one hand the power of the Government on the property of the citizen, and with the other to bestow it upon favored individuals, to aid private enterprises and build up private fortunes, is none the less a robbery because it is done under the form of law and is called taxation.—Extract from opinion of Justice Miller in case of *Loan Association vs. Topeka*, United States Supreme Court Reports, Volume XX, Wall, page 664.

Try now to imagine what would happen if some lawyer could only devise a means of carrying the Payne-Aldrich protective tariff bill before the Supreme Court. The case in which Justice Miller used these words was one in which a city proposed to lay a tax in order to help a factory to be established there. The application to the "principle of protection" is exact. Of course, the reason the protective tariff can not be carried before the Supreme Court is that it is officially labeled a "bill to raise revenue." Let the words "and for the protection of manufacturers" once be incorporated in the title of the bill, and it would not stand a day.

Woolen Goods

WHEN the present Payne-Aldrich tariff was being made, Congressman Nicholas Longworth of Ohio was a member of the Ways and Means Committee. One of his Cincinnati constituents sent him this letter:

"As a manufacturer of clothing for a period of almost fifty years, I can truthfully state that I never handled cloth of so inferior a quality for the price as I do now. The masses, consisting of laborers, mechanics, and farmers, the real users of ready-made clothing, are receiving practically no value for their money. The qualities and colorings are so poor that in many instances the colorings fade and cockle, and in the manufacture of garments give positively no satisfaction to the wearer."

Later, this letter was endorsed in these words:

"The Cincinnati Clothiers' Association, composed of substantially all the clothing manufacturers of Cincinnati, Ohio, wishes to corroborate each and every statement contained in the letter addressed by Mr. Max Silberberg to the Hon. Nicholas Longworth, dated November 30, 1908, and desires in this way to make each and every statement contained in said letter the statement of this association."

Happily, in all probability, when the revision of the tariff is taken up, wool will be the first schedule considered.



In 350,000 Miles of Travel in the Service of Individual Owners Winton Sixes reduce the world's lowest upkeep record to 43 Cents per 1000 Miles

Here are the Results for Three Years

Year	Cars	Total Mileage	Total Upkeep Expense
1910	10	165,901.9	\$ 6.96
1909	10	118,503	127.30
1908	10	65,687.4	15.13
Totals	30	350,092.3	\$149.39

Grand Average—43 Cents Per 1000 Miles

These are Sworn Statements

Every figure in this advertisement is supported by the sworn statements of the car owners whose names are printed in the three annual lists.

Made by Car Owners

All these owners are well and favorably known in their several communities—people of business and social prominence.

Covering a Definite Time

The mileage credited to each car was covered (odometer measurement) by that car in the service of the individual owner, between these dates:

- 1910 records—April 1, 1910, to Nov. 30, 1910.
- 1909 records—Nov. 1, 1908, to June 30, 1909.
- 1908 records—Nov. 1, 1907, to June 30, 1908.

Upkeep Records of 1910

Car Owner	City	Total Mileage	Total Upkeep Expense
1 W. T. Boutell	Minneapolis	21,127	\$1.40
* 2 J. E. Clenny	Chicago	19,015	.30
3 W. J. Friedlander	Cincinnati	18,809	.30
4 Martin Daab	Hoboken, N. J.	17,130.9	None
5 Isaac Bacharach	Atlantic City	17,390	\$3.46
6 L. T. Peterson	Youngstown, O.	15,790	None
7 W. B. Martin	Cleveland	14,847	None
8 H. M. Cheney	Toledo	14,059	None
9 S. S. Boothe	Los Angeles	13,526	None
10 H. J. Phipps	Boston	14,208	\$1.50
TOTALS		165,901.9	\$6.96

* Same car used in 1908 and 1909 contests.

Upkeep Records of 1909

Car Owner	City	Total Mileage	Total Upkeep Expense
*† 1 J. E. Clenny	Chicago	17,003	None
2 Isaac Bacharach	Atlantic City	11,000	\$0.30
3 G. W. Frost	Montclair, N. J.	10,595	None
† 4 T. N. Barnsdall	Pittsburg	15,669	\$31.15
* 5 Jacob Axelrod	New York	17,720	60.00
6 Loftus Cuddy	Cleveland	8,728	.30
7 Wm. Burnham	Philadelphia	8,702	None
8 W. B. Martin	Cleveland	10,726	\$7.50
9 W. B. McAllister	Cleveland	10,788	26.55
10 H. W. Mallen	Chicago	7,572	1.50
TOTALS		118,503	\$127.30

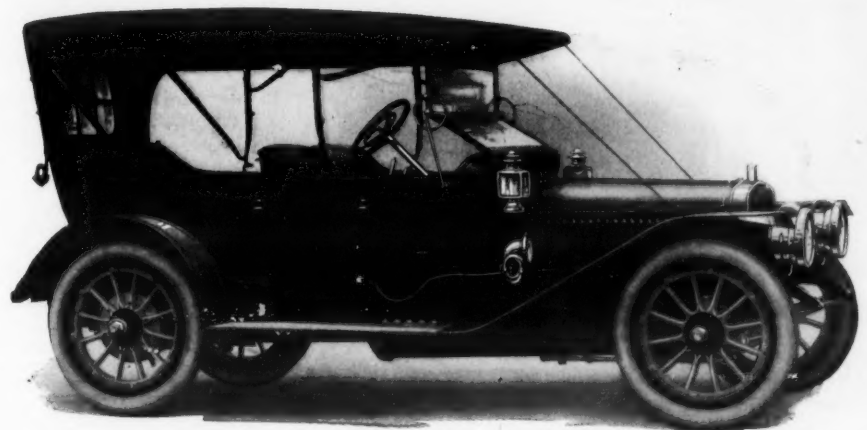
* Same cars used in 1908 also.

† Car equipped with limousine body.

‡ Car equipped with limousine body from November 15th to April 15th.

Upkeep Records of 1908

Car Owner	City	Total Mileage	Total Upkeep Expense
1 Milton Schnaier	New York	11,683	\$12.00
2 J. Axelrod	New York	7,570	None
3 H. S. Pickands	Euclid, Ohio	6,632.8	None
4 Jas. T. Brennan	Brooklyn	6,806	\$3.00
5 Warren Somers	Atlantic City	6,183	.03
6 Mrs. L. R. Speare	Newton Centre, Mass.	6,113.6	None
7 Jos. Fish	Chicago	5,535	None
8 H. H. Roelofs	Elkins Park, Pa.	5,415	None
9 J. E. Clenny	Chicago	5,155	None
10 E. A. Rooney	Buffalo	4,594	\$0.10
TOTALS		65,687.4	\$15.13



And Total Repair Expense

The upkeep expenses charged against each car are sworn to as "the total cost of repairs on said automobile between said dates (exclusive of tire repairs)."

Reports Made Monthly

Each owner made a report each month between the dates stated.

And Accepted by Disinterested Judges

Each report of mileage and upkeep expense was passed upon and accepted by a committee of judges, having no connection with the Winton Company. These judges acted with unrestricted authority, and have themselves made affidavits covering their annual decisions.

Awards to Chauffeurs

Based on the finding of the judges, the Winton Company annually distributes \$2,500 in cash to the chauffeurs driving the cars making the best records. This money is divided as follows: First, \$1,000; second, \$500; third, \$250; fourth, \$150; fifth to tenth, each, \$100.

The Net Result

Every possible precaution is taken to present to the automobile world an absolutely authentic record of the cost of upkeep expense for Winton Six cars.

And, due to these precautions, to the character of the owners whose reports are listed, to the review by disinterested judges, and to the fact

that all these records were made by stock models, owned and driven in individual service, these figures supply upkeep evidence worthy of the consideration of every car buyer who is interested in the cost of keeping a car in operation after purchase.

What the Winton Six has done for these owners, it can do for you

That's the thought we want to drive home.

A test covering three years, with a total of 350,000 miles, produces no accidental result.

The merit is in the car.

For no car, no matter how carefully petted and nursed, could do such work as these Winton Sixes have done if the merit wasn't there when the car was designed and built.

It will be worth a great deal to you, Mr. Owner, to have in your service one of these Winton Sixes that have in them the merit that produces the world's lowest record for upkeep expense.

Get Our Upkeep Book

Our catalog gives abundant information about the 1911 Winton Six. With the catalog, we will send you our Upkeep Book, which presents in detail the facts and figures that put the world's upkeep record at 43 cents per 1000 miles.

Clip the Coupon and mail it today

The Winton Motor Car. Co.

Licensed under Selden Patent

101 Berea Road, Cleveland, U.S.A.

Our Own Branch Houses

- NEW YORK - Broadway at 70th St.
- CHICAGO - Michigan Avenue at 13th St.
- BOSTON - Berkeley at Stanhope St.
- PHILADELPHIA - 246-248 No. Broad St.
- BALTIMORE - 209 North Liberty St.
- PITTSBURG - Baum at Beatty St.
- CLEVELAND - Huron Road at Euclid Ave.
- DETROIT - 998 Woodward Ave.
- MINNEAPOLIS - 16-22 Eighth St., N.
- KANSAS CITY - 3328-3330 Main St.
- SAN FRANCISCO - 300 Van Ness Ave.
- SEATTLE - 1000-1006 Pike Street

Send this Coupon for the Catalog and Upkeep Book
THE WINTON MOTOR CAR CO.
101 Berea Road, Cleveland, Ohio
Please send the two books mentioned in Collier's to



Globe-Wernicke Steel Cabinets

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The Sportsman's View-Point

Lying Again

FREDERICK A. COOK is not the first explorer to have come near to death by starvation or freezing, but he is the first one to have made it the excuse for deception of the most despicable character.

There is no occult psychology in Cook's confession; it is another fake of the sordid type, made possible by a public athirst for cheap sensation and a magazine with eye-single to the main chance.

Cook's assertion that he ascended to the top of Mt. McKinley has been proved false by Professor Parker. Not only has he lied about his own exploits, but he robbed another, Peary, of much of the acclaim due that distinguished explorer's splendid achievement. He faked a North Pole discovery story, and now he is faking the fake.

There are no words strong enough to characterize the honest man's contempt for Cook.

A Real Hunter-Naturalist

"**AFRICAN GAME TRAILS**" is the first adequate hunter-naturalist story to result from a journey into that vast zoological garden of British East Africa; furthermore, it must be given rank with honor among the few books written by hunters which reveal dependable observation, ambition above mere killing, and ability to describe entertainingly what eye and ear have seen and heard. It is at once a model of its kind and a rebuke to the trippers who seem to regard itinerary, provision list, and game-bag as sufficient for the making of a book.

The most interesting and, I venture to say, the most important feature of the Roosevelt trip and of his volume are the trustworthy observations carefully set down by the author of the great variety of animals that came under his watchful eye, the most valuable contribution a hunter can make. Although his field, for the greater part, was one so easy of access and so traversed as to invite tourists, yet "African Game Trails" is replete with original notes of first-hand study—a detail that suggests the efficiency of T. R., as well as the delinquencies of preceding hunter-authors. Nothing escapes the notice of this intelligent observer from the coughing roar of the lion to the whine of the little white-bellied hedgehog, or the color and character of the wild flowers along his path.

His descriptions of the rhinoceros "deep in prehistoric thought" make the completest and most faithful pen portraits of this truculent, stupid beast I have read or heard; the story of the approach to the feeding elephant with huge ear "flapping lazily" now and then brings the scene to every man who has stalked this most interesting beast of the wild; and who that has watched the hyena—skulking scavenger—but will relish T. R.'s reference to him as, "chuckling" over the carcass, he dare not approach in the open.

The breadth, variety, and completeness of observation make the book an important contribution to the natural history of East Africa and Uganda; also a mighty interesting volume. The Scribners have brought it out handsomely; clearly printed and securely bound.

Promenades of the Wild

TO A HUNTER the most impressive record of the book is not the game he killed, but the quantities he saw—the great herds, the almost uninterrupted promenade of mixed varieties before the enraptured expedition, seem scarcely believable. Where else on this earth may the hunter stalk and kill one species in full view of another which awaits his pleasure—as T. R. relates on several occasions? It sounds like a fairy tale brought straight out of a hunter's heaven. For my own part, as I read T. R.'s interesting experiences with rhinos, that appeared always obtruding upon him, I recalled by contrast the days of arduous toiling through the dank jungles of Sumatra which preceded my own first view of one of these creatures.

Apocryph of this abundance, the Colonel records (page 170) a five-day bag of fourteen animals of ten different species!

True, the plains on which these countless numbers disported themselves demanded slight hunting skill of the expedition as

compared with the requirements of the jungle; but they gave a correspondingly greater opportunity for the study of habits, and of this T. R. took full advantage to the added worth of his record.

The Most Dangerous Beast

COLONEL ROOSEVELT'S frequent return through his book to comment on the comparative formidability to the hunter of lion, elephant, rhino, and buffalo is most interesting. 'Tis a subject of long-standing discussion among big-game hunters. T. R. joins Selous in classing the lion first as most dangerous, which is authority not to be challenged lightly; but I am bound to say that in my judgment the published experiences of neither supports his contention; nor do the experiences of any other hunter whom I have read or known convincingly bear out such claim for the lion. This is not to underestimate the terrible ferocity of the lion charging home, but to memorialize the overwhelming power of the aroused elephant. The animal "most dangerous" to the hunter, it seems to me, is the one hardest to stop; and, as between lion and elephant on this score, argument based on evidence appears greatly to favor the latter. If I read him correctly, T. R.'s closest call on the trip was from elephant; and, unless my memory tricks me, the narrowest escape Selous ever had in his long experience was also from elephant.

My own experience among elephant, tiger, rhino, and seladang, or gaur—one of the most formidable and the most implacable, say those who have had experience also with the Cape buffalo—leaves me hat in hand before "My Lord" the elephant.

Suitably armed, you can, as a rule, stop a charging lion; but a charging elephant coming head on is stopped dead by a single gun, however powerful, rarely.

Curiously, just as I am dictating this line with Colonel Roosevelt's book in hand, it falls open at page 259, and there I read that, at a distance of thirty yards, "Kermit put both barrels of his heavy double .450 into the tusker's head, but without even staggering him, and as he walked off Tarlton also fired both barrels at him without any more effect."

This is not an unusual happening in elephant shooting; indeed, it is quite a common experience; but how often are two barrels of a .450 fired into the head of a lion or a tiger without laying him low? And it is to be further noted that while the Colonel found a Winchester good enough for "lions, giraffes, eland," etc., he always took his heavy double Holland for elephant, buffalo, and rhino; because these last three are so powerful and tenacious of life that, although mortally wounded, they can and do, before succumbing, inflict death upon the hunter. Any bullet will kill instantly if sent into the brain; but no hunter can count on such marksmanship in the jungle, where you must take the beast as you find him—or as he finds you; hence you need the shock and the hitting force of heavy arms, especially if you are alone.

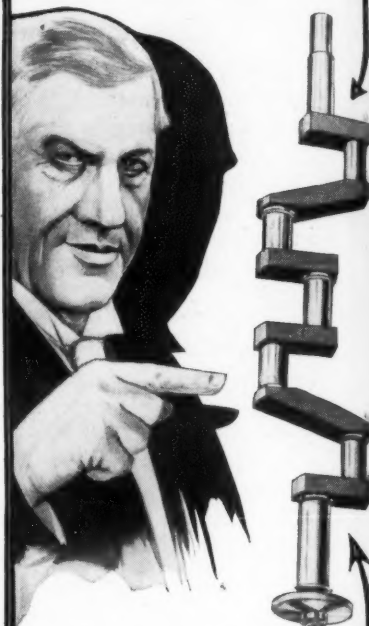
"African Game Trails" is full of illustrations pointing the safety of hunting with supporting companions.

Exceptional Facilities

NO EXPEDITION into Africa has achieved such notable results as this one; nor did one so thoroughly equipped ever before venture afield. Outfitted by the world's most experienced big-game hunter, F. C. Selous, attended by two of the most capable caravan managers, guides, and hunters in East Africa—Cunninghame and Tarlton—the Roosevelt safari was well cared for indeed. And while it is true a large share of the success is to be accredited to the aid and experience of such exceptionally competent helpers, as well as to the unprecedented opportunities afforded Colonel Roosevelt through the courtesy and friendliness of every one in the country, from the ranch owners up to the governor, yet the organization, in the final analysis, was a tribute to T. R. the campaigner, as showing trained appreciation of the need for starting right and workmanlike method.

Apart from T. R.—a hunter of large experience in North American fauna—and his twenty-year-old son Kermit (who proved a chip of the old block after a man-

IF you're a student of the automobile you don't need to be told that the Crankshaft is the backbone of the machine.



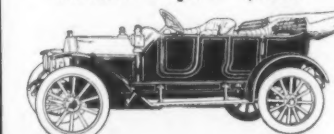
In our Model "30" the total length of the main bearings in the crankshaft is 10 inches—diameter 1 3/4—same size, same materials as our big 45 horse power car. Increased factory cost yes—but increased sales for the dealer, too—increased satisfaction for the user, increased popularity for the "Moon."

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Note the absence of seams. Kryptok Lenses do not look

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ner that must have warmed the cockles of the father's heart), the expedition comprised the scientific trio—Edmund Heller, J. Alden Loring, and Colonel Edgar A. Mearns—a party equipped to make a record.

The Bag

THE rifles of T. R. and Kermit accounted for no less than 512 individuals, of which T. R. killed 296 and Kermit 216. Among these are included some of the rarest; such, for example, as the giant eland, got after hard hunting from Gondokoro; the square-lipped or so-called white rhino, secured from Lado; the Uganda situtunga, shot near Kampella in Uganda; the bongo and the sable antelope—two of the most highly prized of East African fauna—and the reticulated giraffe.

Of mammals, there were brought out 61 examples of different species of large and 103 examples of different species of small; while the scientific trip of Mearns and Loring accounted for 1,112 birds of 210 species and 1,320 mammals and 771 reptiles and batrachians of fewer species. With few exceptions, these will all be on exhibition at the National Museum in Washington.

The photographs are the best yet taken in the hunting field; and some of them, especially of the elephant and giraffe and square-lipped rhino, by Kermit, are unequalled achievements in wild-life photography. The one by Loring of a monitor lizard running off with a crocodile egg in its mouth is one of the most interesting in the book. Goodwin's drawings are notable: faithful to life, and illustrative.

Protective Coloration

AMONG the several appendixes, two contain Heller and Loring's partial list of the species obtained, with descriptions; one is a record of the Mt. Kenia expedition; and in one Colonel Roosevelt pays his compliments to Mr. Thayer of color-protective fame, in particular, and to the protective-coloration theorists in general.

In a recent book Mr. Thayer made astounding claims for his counter shading and obliteration theories—most of them, and notably the one concerning the antelope white rump mark, being entirely opposed to the experience and note-book of observing hunters. The protective-coloration theory has been, in fact, running riot, and it needed to be taken in hand. Unquestionably there are birds and snakes that to a degree are protected by their coloring, but the school theorist appears to have gone mad on the subject. Contrary to Mr. Thayer's claim, the white rump mark, for example, is the first thing to catch the eye of the antelope hunter.

Mr. Roosevelt's chapter is very much to the point and discloses the absurdity of many of the claims of the cult.

It is a small delight, yet none the less a delight, to note that T. R. has done his African spelling with regard to native prejudice and etymological tradition. Thus he rightly gives us koodoo instead of kudu, and Khartoum rather than Khartum, and Soudan, not Sudan, despite the British Foreign Office revision, which, like that of our own Government in changing the meaningful Puerto Rico into the senseless Porto Rico, appears to have been moved by a freakish and deplorable whim.

Hunting Blue Ribbons

AS AN exhibition of horse-flesh, irrespective of type, the collection on view annually in the National Show at the Madison Square Garden, New York, always notable, has within half a dozen years acquired international distinction by reason of its surpassingly choice, if few, examples of nearly all the leading breeds.

In this particular of quality, as well as in gross number (there were about 1,700 entries), the latest one was no doubt the best that has been held in America, while in exceptional individuals it outstripped even the international gathering in London.

So far as the heavy harness classes are concerned, it was largely a hackney show, and as such emphasized, for the greater part, the failure of breeders, despite thousands of invested dollars, to as yet produce anything to successfully compete with the imported article—a statement which the class for home-bred hackneys not under fifteen hands, suitable for harness purposes, significantly illustrated. The blue of this class was won by a very good-looking animal bred by Eben Jordan of Boston; but the field included not one of the star hackneys of the great stables, for the good reason that all of the star hackneys are importations.

And so the story runs. Entries grow increasingly brilliant, but as the result of scouring the horse markets of the world; not because of betterment in home breeding. Blue ribbons appear the chief motif for horse owning these days; showing rather than breeding and it is a question in this competition of the longest pocket. Meanwhile the list of exhibitors grows shorter.

An agreeable exception to the rule of the



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Give Her a Double Surprise



Who can deny the immense business value to man, and the great social value to woman, of a clear, clean, wholesome skin? Yet in these days of dust, smoke, and soot, what a fight for men to look really "clean cut," and for women to appear "deliciously clean"!

You want your wife to look her best, always. She wants you to look your best, too. Now here is a simple way to give her a double surprise in regard to both your and her appearance.

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Don't say anything to her. Just get a jar of Pompeian Massage Cream from your dealer, or send coupon below to us for trial jar. Give yourself a Pompeian Massage. It takes only a few moments. No hot towels necessary. Just apply Pompeian to the moistened face; rub the Pompeian well into the pores. The cream disappears, but in a few moments out it comes from the pores. Watch the dark, dirt-laden cream as it rolls out and drops into the bowl! That dirt came from your pores, even though you may have previously washed your face apparently very thoroughly. That dirt which soap couldn't reach was reached by

POMPEIAN Massage Cream

(Sold by all Dealers)

Now look in the mirror. That sallow, 20th Century complexion has begun to disappear. Moreover, you realize a new degree of cleanliness, that luxurious sense of being "Pompeian clean." Your wife will surely express her delight over your improved appearance.

SECOND SURPRISE—Her Looks

But your greatest enjoyment will come when she begins to use Pompeian. The massaging will bring a natural freshness to her cheeks that will marvelously soften the tired lines of worry. Then, too, Pompeian will overcome for her the havoc which dust, smoke and soot have worked upon her complexion. Resolve this minute to give yourself and your wife this double surprise.

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Trial Jar and Art Calendar, both sent for 10c (stamps or coin) for postage and packing. For years you have heard of Pompeian's merits and benefits. To get you to act now we will send a beautiful "Pompeian Beauty" Art Calendar with each trial jar. This is a rare offer.

"Pompeian Beauty" Art Calendar.

This "Pompeian Beauty" shown here was originally our 1910 calendar subject, but the demand for it has been so phenomenal and persistent that we were forced to use the same subject for 1911. Nearly a half million people have written to the makers of Pompeian for this exquisite study in lavender-and-gold. This "Pompeian Beauty" is more popular this year than last. As far as we know such a condition is unheard of in calendar history. Size of picture 35 in. by 7 in. Trial jar and Art Calendar both sent for 10c (stamps or coin). Clip coupon now.

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Gentlemen:—Enclosed find 10c (stamps or coin) for postage and packing, for which please send me a trial jar of Pompeian and a "Pompeian Beauty" Art Calendar.

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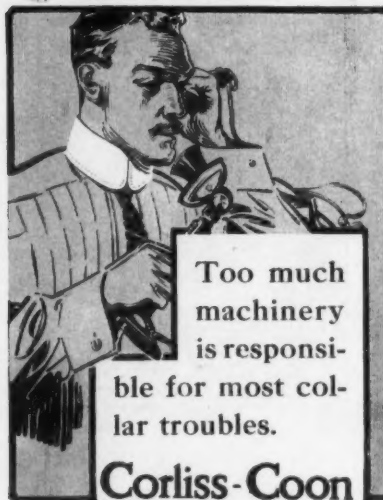
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year was the hackney stallion championship won by Oxford, and bred by the late A. J. Cassatt; it was the first time this honor has been secured by other than an imported entry.

Judge William H. Moore and his English hackneys dominated the harness classes and literally swept the New York as well as the subsequent Chicago shows—every one of his winners was an importation. Nor is there any question that the ribbons were earned; the horses were magnificent, attesting to the good eye of their buyer; they were conditioned to the very hour, and driven by the Judge himself to the best advantage.

What a lift it would give American native horse-flesh to secure a patron so generous and so thorough.

Wise Breeding in Kentucky

AND yet the shows were not without cheer for the patriot horseman. He saw the Nala Cup won by Mr. Vanderbilt's (French?) trotting-bred Sir James; Mr. Flanagan's Prince Charming, native trotting bred, defeat Judge Moore's famous hackney mare Lady Seton, and the great Nala himself win over the imported hackneys Royal Victoria (Mr. Sorg) and Burgo-master (Judge Moore)—the latter taken from the breeding classes; in evidence of the price owners are willing to pay for blue ribbon winners.

The saddle classes are showing continual improvement; and here, happily, American breeders are receiving support—the most striking animals of the season being the Kentucky-bred Poetry of Motion, Florman Flirtation, Fairy Queen, and Indian Flower, the latter beating Bugle March, a London international champion.

Quite the most important and not the least interesting exhibit of the year was the Morgan class. A fair showing of stallions in harness was made, and their snappy, free, ground-covering action attracted deservedly favorable attention. I hope the National Association, which has done so much to encourage horse breeding—too often, alas, without avail, through no fault of its own—will extend a helping hand to this grand New England type struggling for existence.

The result of 1910 shows indicates that the most intelligent horse breeding in the United States is being done in Kentucky.

Another Dunraven

AMERICAN sportsmen may rest assured that the Aero Club will successfully uphold the legality as well as the fairness of its action in declaring John B. Moisant winner of the Statue of Liberty race at the recent Belmont Park meeting.

As for Claude Grahame-White's contention that he was treated unjustly—the truth is he was treated so well that it appears to have gone to his head, as in the famous case of a yachting fellow countryman some years ago. Although their decision was clearly within the conditions of the race, the committee did, in fact—to safeguard his rights—offer to give Grahame-White, if he desired to protest, another chance at the time made by Moisant. But the Englishman preferred newspaper talk to flying, and finally lodged his protest over the award with the International Aeronautic Federation, which will meet in Paris this month.

Proper Match Conditions

THE recommendation of the National Aviation Council that the international contest for the Bennett Cup be one of machines as well as of pilots—in other words, that an American entry must use an American machine, an English pilot an English machine, etc.—is one of the best things suggested.

In the words of the Council: "A victory won by an American in a foreign-built aeroplane would fail to represent faithfully the spirit of the international trophy."

These are the sentiments of sportsmen.

Tail Lights on Wagons

WHILE the subject of automobile-speed legislation is being agitated, it is well to remember that owners are still permitted to drive without due examination as to their fitness, and wagons ramble along the country roads without lights. Every now and again some one is killed because of this.

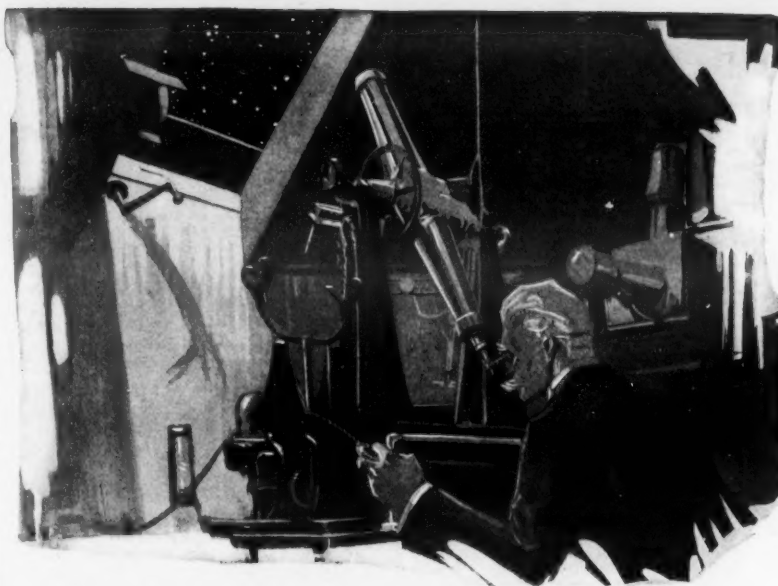
We need a law, carrying a penalty of a heavy fine, compelling every vehicle after dark to carry a light visible from front and rear.

Give Peary His Due

PRESIDENT TAFT'S recommendation that Congress take some action of appreciation in reference to Robert E. Peary's discovery of the North Pole will have the hearty indorsement of all.

It is discreditable to this great country that his achievement should have gone so long without Federal recognition.

In any other country—but, then, no other country has a Congress so patriotic!



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For thirty years Waltham has been the only watch-factory in the world equipped with its own Observatory, Transit Instrument, Chronograph and Standard Clocks. Standard time, as every one knows, is determined by the transit of fixed stars across the meridian.

WALTHAM

makes its own time reckonings, and sidereal and meantime clocks compared to decimals of a second, electrically transmit time throughout their factory.

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Write for handsome booklet describing the various Waltham movements. Your Jeweler will assist you in the selection of the one best suited to your needs.

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Machine sells lead pencils of any standard size or make. Can sell 25 to 50 pencils a minute. Each pencil it sells yields at least 100% profit.

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Machine can be set up anywhere—in or outdoors—in stores of all kinds, newsstands, cafes, railroad stations, near schools, or any other public place. A few sales per day quickly pay for it.

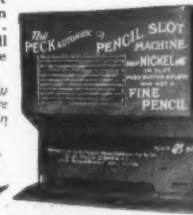
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Order 1, 2 or 3 machines as a trial. Send money with order. We prepay express charges to all points. Orders filled on day received—no delays.

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Comment on the \$50,000 Verdict

How Many Kinds of a Faker is Post—Newspapers That Are Not Gagged by His Advertising

A Testimonial from Walt Mason

ONE day, while prancing through the town, a big red auto ran me down and piled me in the gutter; and as I lay there nearly dead the thoughts that frolicked through my head were most too rich to utter. My back was broken and a lung upon a distant tree was hung; my diaphragm was shattered; my legs were wound around my neck, my silk hat was a ghastly wreck, my raiment torn and tattered. Then up there came a Wellville man, who said: "I'm selling toasted bran, which cures all known diseases; and I can show you words of praise from scientists and other jays, and kindred kinds of wheezes. I find you battered, broken, soiled; my toasted bran, if rightly boiled, will heal your hurts and bruises; 'twill set your dislocated back, restore your lungs, now out of whack, and mend your pants and shoes. Oh, let me, friend, prepare a can of my world-famous liquid bran at this unhappy season; then let me pour it down your neck and you will cease to be a wreck—believe me, there's a reason!" Then from his pocket he produced a healing stone, and then unloosed some bran and some molasses; he boiled them for a week or more, the seething caldron bending o'er, and making mystic passes. And when the magic brew was made I drank it down like lemonade, and ceased my wails and sighs; I hit Jack Johnson with a rock, and chased Frank Gotch around a block, and whipped the Russian lion. Oh, seedy, sick, dejected man! Fill up, fill up on Wellville bran, the which there are no fleas on! Chase learned physicians from your door! Tell Common Sense that it's a bore! Drink bran—there is a reason!

News Item: Jury favors COLLIER'S with a \$50,000 award against Grape-Nuts Post in a lawsuit. Oh, be joyful!

—Jacksonville (Fla.) Metropolis.

Mr. Post must pay COLLIER'S \$50,000 damages for libel. Evidently the court thought "there's a reason."

—Louisville (Ky.) Herald.

COLLIER'S magazine, having won a verdict for \$50,000 for libel against a manufacturer who alleged he was attacked because his advertising patronage was refused to COLLIER'S, can use that \$50,000 in defending itself against the Ballinger suit.—Detroit (Mich.) Evening News.

COLLIER'S magazine has for some years conducted a vigorous crusade against fake patent medicines in particular and in general against concerns suspected of violating the pure-food laws. Such a campaign is of great value in protecting the health of the people, and COLLIER'S has earned a debt of gratitude from the public. The campaign has been bravely and unselfishly prosecuted, for often it has cost the magazine advertising and other patronage which would have been most profitable.

As might be expected, such a campaign has made COLLIER'S many enemies among unscrupulous manufacturers whose business has been interfered with.

—Rochester (N. Y.) Times.

Union men will read with much interest what happened to their "good old friend," Post of Battle Creek, Michigan—i. e., to the great leader of the Citizens' Alliance and Manufacturers' Association.

—St. Louis (Mo.) Labor.

The \$50,000, however, is nothing for Post, but the matters proved on the trial are different. Post can pay the money easy, but the disclosures made will be hard to overcome.

For example, it was shown Post advertised his Grape-Nuts as a cure for everything from appendicitis to loose teeth, which he said could be made sound through eating, thus putting dentists out of business.

It was shown the pure-food laws had compelled him to change his labels, claiming great nutritive powers, and that his testimonials were all paid for and rewritten in Battle Creek. That the only testimonial from a "famous physician" was that written by an old, broken-down homeopath working in a printing-office to make a living, and that Post gave him \$10 for it. That health officers of several States have denounced his claims as preposterous and fraudulent.

That Post spends a million a year advertising and relies on that act to keep out of the newspapers the dangerous nature of the fraud he is perpetrating on the public.

Now COLLIER'S advertises it will spend the \$50,000 obtained in exposing frauds, which must make Post feel mighty jubilant.—Watsonville (Cal.) Register.

The Supreme Court of New York recently awarded Mr. Collier a judgment for damages in the sum of \$50,000. That means at least one sum of \$50,000 which Mr. Post never will be able to use to mislead and deceive overcredulous people.

We wish to find fault with the amount of the judgment. Since the entire amount will be expended by COLLIER'S in exposing fraud, the judgment should have been for twenty times \$50,000.

—Alamogordo (N. Mex.) News.

That notorious labor-union baiter, Charles W. Post of Battle Creek, Michigan, has come to grief in a libel suit with COLLIER'S.

That verdict seems to express the rather emphatic opinion of twelve good men and true—after weighing the sworn evidence on both sides and hearing the arguments of their lawyers and a summing up by the judge.

If those assertions of COLLIER'S are true—and they are made with a definite boldness which from such a source carries conviction—we are at a loss to understand why labor organizations, unless they are ignorant of the facts, continue their controversy with Post on labor-union grounds. . . . If COLLIER'S statements are true, labor organizations owe it to their membership to make that Postum business an impossible business so far as they are concerned, labor-union terms or no labor-union terms so far as the business is concerned.

COLLIER'S announces that a "brief résumé of the testimony in the case of Robert J. Collier vs. Postum Cereal Company, Ltd., in which are contained some remarkable testimonials on Grape-Nuts from Dr. Harvey W. Wiley, the United States Government chemist, Dr. Robert Abbe, and others, will be sent on application," and that the amount of the verdict against the Postum Company will be "devoted by COLLIER'S to exposing fraud."

—The Public.

He draws, or attempts to draw, an indictment against every union man in this country. He slanders every man who has combined with his fellow men for the purpose of improving the conditions of the working class. But he does it with impunity because they can not sue him.

And he is able to do that because the profits from his products—he uses 8,000,000 pounds of bran a year—are enormous. With them he is able to purchase space in which to conduct his campaign of slander against the labor unions. He is able to buy from the papers the same space they sold him right after the Collier trial. In return for the money he gives them, and in anticipation of the money they hope to receive in the future, these papers were willing to stifle all news about the libel case.—New York Call.

Mr. C. W. Post, in fact, is a wonder in his way. He has practised "mental healing"—not, of course, the true scientific use of this factor as an adjunct—and thereby gained an immensely valuable acquaintance with popular psychology. Doubtless, like most such practitioners, he believed a great part or all of what he taught. Instead of founding a religious cult, however, he went in for breakfast foods. Our particular reason for surmising that he may turn the COLLIER'S verdict to advantage is founded upon recollection of the methods whereby he made wholesale labor boycotts worth millions to him by dint of utilizing the publicity which they conferred.—Charlotte (N. C.) Observer.



That Boy and Girl.

You simply can't have too many pictures of them. Formal portraits by the best photographer in town—by all means; Kodak pictures made by yourself amid home surroundings while the youngsters are at their play or work—of course; pictures of each other by each other—in these you will find the charm of naturalness and unrestraint.

The girl and boy of to-day will be the miss and the lad of to-morrow, and ere you are aware of the fleeting years the man and the woman. Make of each a Kodak Book that will keep them ever young in your memory.

Unless you are already familiar with Kodakery, you will find the making of such pictures much simpler than you imagine—so simple, indeed, that the novice often gets the credit of being an expert. To make it still simpler we are issuing a beautifully illustrated little book that talks about home portraiture in an understandable way that will prove helpful to any amateur. Whether you already have a Kodak or not, we would like you to have a copy of this book.

Ask your dealer or write us for a free copy of "At Home with the Kodak."

EASTMAN KODAK CO., ROCHESTER, N. Y., The Kodak City.

15 DAYS' FREE TRIAL

WE'LL put the Old Art Steel Typewriter Stand and Cabinet in your office for 15 days.

Cuts Office Expense

Free Trial and let you see for yourself how you can increase the efficiency of your stenographers and save space. Occupies but 4 sq. ft.—the kind you now use takes 10 sq. ft. or more. Holds stationery enough to last a week—can reach everything without moving the body. Solid steel frame.

Light in weight but absolutely rigid and silent under operation. Saves time—space—materials. Dictate a short letter telling us to send you one on 15 days' FREE trial. We will fill order thru our dealer or where we have no agency, take this "Free Trial Offer" to any office supply dealer—ask him to order for you; or, if you have satisfactory rating, use your own business stationery and we will deliver direct to you. If not satisfactory after 15 days' free trial return to dealer or to us.

If you wish further information first, send your dealer's name and write for descriptive circular.

The Toledo Metal Furniture Co. 2075 Dorr Street, TOLEDO, OHIO

Attractive proposition for dealers. We develop steady sales that you can handle. Write for particulars.

CORTINAPHONE

"The Original Phonographic Method" Awarded Medals—Chicago, 1893; Buffalo, 1901 ENGLISH GERMAN SPANISH ITALIAN FRENCH

It enables any one to learn any language in the easiest, simplest, most natural way. The Cortinaphone Method makes language study a pleasure and at the same time gives you a practical speaking knowledge.

IDEAL HOME STUDY METHOD Our free booklet tells all about the Cortinaphone Method and the Cortina courses, also our easy payment plan.

Write for it to-day CORTINA ACADEMY OF LANGUAGES Established 1882 385 Cortina Building 44 W. 24th St., N. Y.

CORTINA-PHONE

Teach Your Children to Use Dioxogen

Dioxogen

Accidents will happen and wherever there is a cut, a wound, or any break in the skin there is the danger of infection. Dioxogen prevents infection; keep it always on hand as a measure of protection; it is harmless, safe, reliable. A 2 oz. trial bottle will be sent free upon request, with directions for many important emergency and toilet uses. Write now.

THE OAKLAND CHEMICAL CO. 119 Front St., New York.

YALE

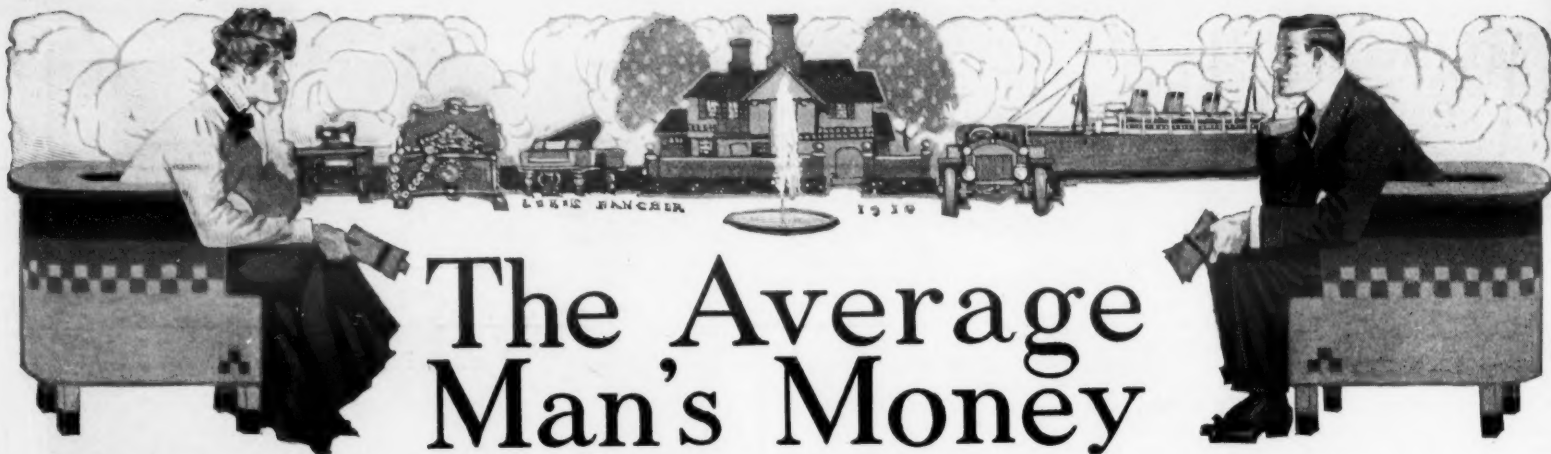
Offers you exclusive features in its long stroke motor, new positive grip control (patented,) and offset cylinder

1911 4 H. P. Yale \$200
With Bosch Magneto \$235
1911 7 H. P. Yale Twin \$300

YALE production will always be limited because of the high standard maintained. The most exacting shop practice and inspection system known necessarily regulates our output. So place your orders early.

Ask today for the 1911 Yale literature

THE CONSOLIDATED MFG. CO., 1701 Fernwood Ave., Toledo, O.



The Average Man's Money

A Bank's High Financing

The following letter comes from New Orleans, but the experience it describes might have happened to the citizen of almost any town or city in the country. (See the New York papers, or Associated Press despatches, December 28, 1910, describing the closing of the Northern Bank of New York City.) Its moral is clear: don't put your money into anything without the most thorough investigation, even though you believe the promoter to be your best friend.

EDITOR "AVERAGE MAN'S MONEY":

SIR—Three years ago a certain bank was organized by what was supposed to be some of the most influential and trustworthy men in this community, and I took some of its stock. They were supposed to be men of means, and the bank was capitalized at a quarter of a million dollars. It lived two years.

Now listen to its death-rattle, as described by the lawyer who began proceedings for the bunced stockholders: Before the bank opened its door the president borrowed for himself \$20,000 of the capital, simply giving his personal note; in a little while the whole board of directors owed money to the bank. Listen! The day the bank's affairs were first aired in the city court two years after the president borrowed the \$20,000, he paid his first interest, and only on that day did he put up collateral to cover the loan. Sounds like Lawson's high finance, does it not? Well, there is more.

At the organization of the bank the directors bought for \$75,000 a piece of property which no real-estate man would have appraised at more than \$40,000.

When the bank's affairs were thoroughly aired it was found that the collateral given by almost every director of the bank had depreciated almost one-third. The other day the bank's building, right in the heart of the city, was sold at auction; the price it fetched was \$34,000. Property here is on the boom—how could it in three years have depreciated 100 per cent? It didn't depreciate—the pie was cut and handed around to those higher up in the bank's affairs. At the time it was bought the property was only worth about \$30,000.

The facts seem fairly simple and clear, don't they? But did the stockholder recover anything? He did not. Were the officials of the bank punished? They were not. Our local prosecuting attorney said that nothing criminal had been done; and the grand jury would take no action. I put down my loss to experience. J. M. New Orleans, Louisiana.

Don't Buy Mining Stock

NOTHING is truer than that the average man who puts his money into mining stocks loses it. Shares in real, paying mines are seldom offered to the outsider, and the man who buys such stock on the two or three or more mining exchanges in the country is merely gambling. There are a few good, well-recognized, stable issues of mining stocks that an investor might handle at least with reasonable safety. The rest are gambles—at least so far as the average man is concerned. Listen to the words of a man who traded in mining stocks for twelve years and wrote a thin book describing his experiences:

"[Mining] seems to offer so much in return for so little that the average investor, before he wakens to an understanding of the serious and complicated character of the business proposition he has before him, finds that it has cost him considerable money to secure his initial experience."

Agencies have been formed to advise investors in mining stocks, proceeding on the assumption that, since men will be found to buy such stuff, they should be advised in their choice.

About the only proper service for such an agency would be to say "don't!" when

an inquirer came along who wished to buy mining stock. It is conceivable that if a man stuck to buying and selling mining stocks long enough he might learn to avoid the gold-bricks and quit with a profit. But the average man won't. Remember that the next time a friend tells you that he knows he can put you next to a mining stock that is bound to pay big profits.

The Location of a Railroad

The sixth of a series of brief articles on the proper reading of a railroad's annual report. These articles are printed to help the investor in railroad securities. Under the following titles and dates five have already been printed on this page: "The A B C of a Railroad's Report," November 26, 1910; "The Operating Ratio," December 17; "Maintenance of Equipment," December 24; "Maintenance of Roadway," December 31; and "Conducting Transportation," January 7, 1911.

THE location of a railroad, the size of the population through whose midst it runs, and the character of the tonnage which it derives from the territory it serves, are three of the most striking facts

connected with each road. To an investor these facts are of twofold interest: they form the basis of an estimate of the road's earning power, and, more specifically, they enable the investor, by an examination of the changes in their extent from year to year, to gauge the security, in large measure, of the principal of his bonds.

The territory through which a road runs is shown by its map, almost always attached to the annual report. On its physical characteristics depends largely the nature of its tonnage. Thus the Reading line depends for its earnings chiefly on the hard-coal deposits of Pennsylvania; the Norfolk and Western is very largely dependent on conditions in the soft-coal fields; the Bangor and Aroostook relies for the major part of its freight on the timber industry of Maine; and the Atchison and the St. Paul are still largely dependent on the crops of the West and Northwest.

Some roads publish the percentages of the sorts of traffic they handle; about others, which do not make such facts public, information is usually at hand by a consideration of the natural resources of the States through which they pass. About three-fifths of the tonnage of the Balti-

more and Ohio, as well as of the Lake Shore and Michigan Southern, arises from the products of the coal mines. On the Reading, traffic from the same sources amounts to about one-half of the total tonnage handled. On the other hand, only about 30 per cent of the tonnage on the St. Paul comes from mines, while about one-quarter comes from the crops. Evidently, in the case of this last road, extensive crop failures mean a great falling off in gross revenue.

It is plain that the more diversified is the traffic of a road, the less it is dependent on any one type of tonnage and the less danger the railroad incurs from any variation in the output of any particular industry or trade. Twenty years ago the St. Paul, the Atchison, the Burlington, and the Chicago and Northwestern were dependent to so large an extent on the size of the yearly wheat and corn crops as to be placed in a very serious situation when these crops were of unusually small amount. The fact that nowadays all these roads have a lesser percentage (not a lesser actual amount) of their total tonnage made up of grain puts them in a much stronger position than they formerly occupied. Crop failures may mean a falling off in their revenues to a very appreciable extent, but they no longer, by themselves, portend any serious disaster.

Another important fact in connection with the location of a road is its length of line. In these days of great concentration of capital and of powerful alliances between large roads, a small road is at a disadvantage compared to a larger one in the same territory. Again, properties (like the Iowa Central) which are practically confined to one State are dependent to a very serious extent on the fluctuations of general business in their locality. Moreover, a small road is in a bad position to withstand local setbacks. This is true in the matter of expenses perhaps even more than in the matter of gross revenue. The destruction of a tunnel or the burning or washout of a large bridge cuts a big hole in the resources of a road of several hundred miles, but is a mere trifle to a great system. Bonds of small roads, except when guaranteed under a lease or otherwise by a large system, are not, as a rule, an investment which a man with a few thousands to place away should touch.

An Idea to Copy

IN NEW YORK CITY the Y. M. C. A. has a successful Finance Forum, with a membership of 700. From the last letter of its director, inviting applications for membership, this description of its functions is taken:

"The Finance Forum is an organization of mature, serious-minded men, in which we consider, discuss, and teach the principles, problems, and practices of finance."

Total cost of the winter's course—one meeting a week—is \$5 for members of the Y. M. C. A. and \$10.25 for non-members. The latter price includes a social membership in the Y. M. C. A. Before this session of the Forum, from its opening on December 7, 1910, to its closing, May 17, 1911, will appear a list of speakers that are widely known experts: Senator Aldrich, Henry Clews, Charles A. Conant, Geo. B. Cortelyou, Henry P. Davison, Elbert H. Gary, John Hays Hammond, Walker D. Hines, Frank B. Kellogg, Franklin K. Lane, Victor Morawetz, George W. Perkins, Theodore P. Shonts, James Speyer, John C. Spooner, William R. Willcox, and thirty-nine others. From the Central-Bank idea down to the question of the smallest local investment, financial topics are thrashed over—literally and strenuously thrashed over—at the meetings of the Forum.

It is an idea that should be taken up in other large centers of population. The sooner it is recognized that the investment of money is a science, to be directed by experts, the sooner will the happy time come when the saving man can reap the proper rewards of his thrift.

New Year Investments

FROM the Christmas circular of a banking-house in New York is taken the estimate that \$220,000,000 would be paid out on January 1 in interest and dividends. Most of this, of course, is to be reinvested. Serious advisers caution the man with money to invest against expecting a rise in the price of his security within the next few months; they urge him, on the contrary, once he has bought with care and judgment, not to become panicky and sacrifice his holdings when prices go down. This country is subject to violent ups and downs—of this the heads of conservatively managed corporations, railroad and industrial, are aware. With better success, they are contriving to protect the investors in

their securities, although the Rock Island reorganization is by no means ancient history.

The selections listed below are taken from the weekly review of a well-known New York brokerage house, edited by one of the ablest financial writers. They are based on this generalization:

"The business of the country has been steadily settling down to a point from which natural law, backed by inexhaustible resources, must again revive it. The better securities will undoubtedly continue their present attractive dividends, and from the real investment point of view, buying outright and putting securities away to hold, there need be no hesitation."

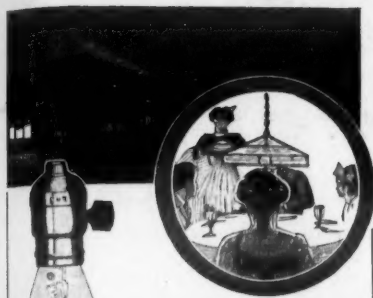
High-class Bonds			
	High Price 1909-10	Present Price	To Yield Per Cent
Chicago & Northwestern gen. 3 1/2s, 1987.....	94 3/4	88	4.00
Colorado & Southern 1st 4s, 1929.....	99	96	4.35
Reading gen. 4s, 1997.....	101	98 1/4	4.07
Atchison, Topeka & Santa Fe gen. mort. 4s, 1995.....	102	98 1/4	4.07
Central R. R. of Ga. 1st 5s, 1945.....	112	112	4.35
Good Bonds			
Tenn. Coal & Iron R. R. 1st 5s, 1951.....	104 1/2	104	4.80
Kan. C. & P. S. & M. ref. con. g. 4s, 1936.....	86 1/2	77 1/2	5.75
Chi. R. I. & Pac. Ry. 1st ref. g. 4s, 1934.....	94	89 1/4	4.75
Atlantic Coast Line, L. & N. col. 4s, 1952.....	101 1/2	93	4.35
Missouri Pacific coll. tr. 5s, 1920.....	103 3/4	101 1/2	4.80
Convertible Bonds			
Pennsylvania R. R. Co. conv. 3 1/2s, 1915.....	99 1/2	96	4.50
Union Pacific conv. 4s, 1927.....	124 1/2	104	3.65
Atchison, Top. & Santa Fe conv. 4s, 1955.....	123 1/2	105 1/2	3.75
Chesapeake & Ohio conv. 4 1/2s, 1930.....	95 1/2	94 3/4	5.00
Southern Pacific 20-year conv. 4s, 1929.....	107	98	4.21
Norfolk & Western conv. 4s, 1932.....	108 1/2	101 1/2	3.90

Safety and ready marketability are the distinguishing marks of the securities listed above. For the investor with the courage to hold on and with oppor-

tunities to keep in touch with the trend of economic conditions, a few high-grade stocks, preferred and common, are named:

<i>Railroad Preferred Stocks</i>	Pres. Div. Per Cent	High Price 1909-10	Present Price	Yield About Per Cent	Paid Dividends Years
Atchison, Top. & Santa Fe Ry. Co.	5	106½	102	4.90	10
Baltimore & Ohio.	4	96	91	4.40	11
Chi., Mil. & St. Paul.	7	181	146	4.80	44
Chicago & Northwestern.	8	230	208	3.36	33
Chi., St. P., Minn. & O. Ry. Co.	7	180	150	4.40	19
Colorado & Southern 1st pfd.	4	86	72	5.60	6
<i>Industrial Preferred Stocks</i>					
American Sugar Ref. pfd.	7	133½	115	6.10	20
American Smelting & Ref. pfd.	7	116½	103½	6.70	11
American Car & Foundry pfd.	7	124½	115	6.10	11
International Harvester pfd.	7	128	122	5.71	9
National Biscuit pfd.	7	130	123	5.70	13
U. S. Rubber 1st pfd.	8	123½	109½	7.30	14
U. S. Steel pfd.	7	131	116½	6.00	10
Virginia-Carolina Chem. pfd.	8	129½	124	6.50	16
Westinghouse E. & M. Co. pfd.	7	145	122	5.71	29
<i>High-grade Industrial Common Stocks</i>					
American Tel. & Tel.	8	145½	142	5.68	10
General Electric.	8	172½	156	5.20	10
Standard Oil.	40	719½	617	6.48	19
International Harvester com.	4	125½	112	3.60	1*
<i>Railroad Common Stocks</i>					
Pennsylvania.	6	151½	129	4.60	45
Southern Pacific.	6	139½	116	5.20	4
Illinois Central.	7	162½	133	5.30	18
Union Pacific com.	10	219	171	5.90	10
Canadian Pacific com.	8	202½	194	4.10	19
Minn., St. P. & S. Ste. M. Ry. com.	7	149½	131	5.40	8
Norfolk & Western com.	5	108½	100	5.00	10
Louisville & Nashville.	7	162½	144	4.90	23
Lehigh Valley com.	10	191½	180	5.60	14

* 33 1-3 stock dividend paid February, 1910.



One dollar will now buy three times as much electric light as formerly because

Mazda Lamps

are nearly three times as luminous as old style electric incandescent bulbs.

Triple light and no increase in your monthly bills for current.

A trial will show you why G-E MAZDA Lamps are replacing other illuminants everywhere

Begin with the rooms you want brightest during the long winter evenings and compare the brilliant "bottled sunshine" with any other light you ever saw.

Ask the electric light company in your city to show you what the G-E MAZDA actually does.

Do you realize that everyone can now afford electric light?

Write today for a helpful little booklet on "The Dawn of a New Era in Lighting." It tells how, when and where these lamps can be used to advantage, gives sizes and prices of lamps and reflectors, lighting plans and costs and much valuable information on modern illumination.

2815



General Electric Company

Dept. 42G, SCHENECTADY, N. Y.

More Letters on the Cost of Living

IN COLLIER'S of November 19 appeared a letter from a Missouri "Poor Man's Wife" showing how she and her husband had lived on \$600 a year. In the issues of November 26, December 17, and December 31 were printed other letters called forth by the publication of the Missouri woman's experience. Below are a few more letters in which the subject is discussed from various points of view.

\$600 a Year in Ohio

EDITOR COLLIER'S:

SIR—I was quite interested in the article by the "Lady from Missouri" as to her means and methods in solving the high cost of living.

Up to the time of my marriage, nearly seven years ago, domestic economy was a subject of rather remote interest to me.

A graduate of a city high school, a member of a normal school for two years, and from that to teaching seven years, did not give much time for that subject, only in this way, that as long as the man kept his position as principal in the schools in the smaller towns, I would keep mine in the city.

I objected to the many changes in positions. Change of politics in the school boards forces a male teacher from place to place. It seemed to me merit counted for nothing—politics all.

Finally he accepted a position in a railroad office at \$600 a year, and we embarked our canoe.

We went in debt \$1,700 for an eight-room house, lot 60 feet by 180 feet, in the suburbs. Had five of the rooms neatly furnished, furnishings all paid for.

We went to the suburbs in order to have a garden and chickens.

Now in looking over my accounts I know our expenses for food do not run us over \$100 a year, and we entertain often and have many friends in to meals. For over three years the salary was \$600 yearly, then a private corporation noted my husband's efficiency in his line of work, and offered him more than double his salary at that time to come with them and take up a similar line of work.

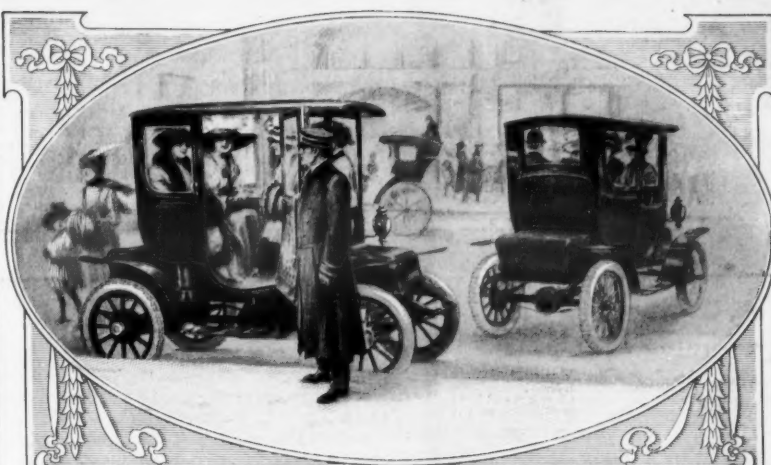
In the spring we have hotbeds to start our early vegetables, then our garden is plowed and planted—peas, beans, corn, potatoes, vegetables that stay out all winter—everything that one puts in a garden; then a rotation of crops. My husband finds that a half-hour's work each day after the things begin to grow is sufficient to keep down the weeds and affords a healthful exercise. For three years enough potatoes were raised to run us the year; but our number has doubled, and more room has been given to the chickens, so we buy about half of what we use. All summer our garden supplies our table, and I start to can for winter as soon as there is a surplus.

In the spring I make a brine of lime and salt and put in my extra eggs just fresh from the nest, and a year later you can scarcely tell the difference from a fresh egg. Had twelve dozen of these to start the winter with. I use these for cooking and the fresh ones for the table. We have always had plenty of fresh eggs in winter for the table, as we feed for eggs. We raise between thirty and forty young chickens each year, and use more than half for fries, the two-year-olds for roasts and stews.

I feel no hesitancy in buying a good cut of steak or a good roast, as nearly everything else for the meal is on hand. For soups I buy a large rump bone, which furnishes broth for several days—hash for luncheon. I bake our bread, pies, and cakes, and eggless recipes have never reached our realm.

When we were first married my husband bought a stand of bees. (Bees were his boyhood hobby.) In three years they increased to nine, which furnished our friends and us with a generous supply of honey. Last year, on account of drought and an extremely cold winter, they decreased to one stand, but we expect to buy new stock this coming year and try again. I do our own laundry work. I tried sending it away, but it proved so disastrous to fine linens and lawns I felt that did not pay. I get help for the ironing.

We are not out of debt on our home, as we were taken into the city limits, and city improvements followed—city water, sewer, street-grading, sidewalks, and curbing, then furnace, and fitting up two more rooms. We are on a corner lot, and since the side street has been opened our property has doubled in value. I think if more flat-dwellers would go to the outskirts of the city they would be better off in every way—more to eat, more fresh air—and the little extra time it takes to



ANOTHER THING: The Detroit Electric is so invitingly roomy.

Its wider, deeper seats are a delight. There is no suggestion of "close quarters." You ride restfully, luxuriously—without crowding your seat-companion or encroaching on the knee-room of your vis-a-vis.

A woman asks safety in the car she drives—her menfolk demand it for her. She finds the unique control of the Detroit Electric simple, positive, unerring. It "comes natural" for her to do the right thing. If she forgets—the car "remembers" automatically.

Our "Chainless" Direct Shaft Drive—a straight path of power from motor to adjustable beveled gear in rear axle—is the greatest feature ever offered in an electric vehicle.

See our exhibits at the Automobile Show, New York, January 7 to 21—Chicago, January 28 to February 4th. Write for new catalog.



THE Detroit Electric Chainless

Anderson Electric Car Co., Dept. 31, Detroit, Mich.

Successors to the Anderson Carriage Co.

BRANCHES: New York, Chicago, Kansas City, Detroit, Buffalo, Cleveland. Selling Representatives in all Leading Cities

Velvet

THE SMOOTHEST TOBACCO



Like its name, smooth, pleasant and satisfying.

10 cents
At all dealers



Too Much Florida Land has been sold

to people who have never seen it. Write Brooksville Board of Trade for BOOK OF FACTS, describing different kinds of Florida soil. We have no land to sell but want settlers and investors to develop richest district in Florida, according to State Dept. of Agriculture; not pine land, not sand, but high and rolling with rich dark top soil and clay subsoil. No fertilizer, irrigation or drainage necessary. Raises 80 bu. corn per acre. Best for citrus fruits, truck and staple crops. An industrious man, with \$500 to \$1,000 capital, can be independent here. 300 ft. above sea, no swamps or marshes. Ideal climate, schools, churches, towns, good roads, all conveniences. Home seekers and investors please investigate. We need you and will help you.

BOARD OF TRADE, Box 77, Brooksville, Fla.

STAMPS 108 all diff., Transvaal, Servia, Brazil, Peru, Cape H. H., Mexico, Natal, Java, etc., and Album, 10c. 1000 Finely Mixed, 20c. 65 diff. U. S., 35c. 1000 hinges, 8c. Agents wanted, 50 per ct. List Free. 1 buy stamps. C. Stegman, 5940 Cote Brilliante Avenue, St. Louis, Mo.

IN ANSWERING THESE ADVERTISEMENTS PLEASE MENTION COLLIER'S

For Automobile Tops

Pantasote

CAUTION TO PURCHASERS OF TOPS

Pantasote

is a top material of recognized high and uniform quality and a product made only by us. Many unscrupulous dealers misrepresent as PANTASOTE cheap inferior materials to increase their profits—at the purchaser's expense. To the average person these substitutes when new look some-what like PANTASOTE.

See that this label is on the top to prevent fraudulent substitution.

TO USE THIS LABEL ON MATERIAL NOT MADE BY PANTASOTE IS A PENAL OFFENSE

Dealers received these labels free with every yard, leaving no excuse for not using them.

PANTASOTE is superior to mohair for many reasons—two in particular, the impossibility of cleaning them and the ruin of their interlining gum of very impure rubber by exposure to grease or sunlight, as are tires.

Send postal for booklet on top materials, and samples.

THE PANTASOTE CO.
50 BOWLING GREEN BLDG., NEW YORK

NYOIL

Best Revolver and Gun Oil

Prevents rust, will not gum or chill.

Ask any hardware or sporting goods dealer for NYOIL. Large bottle (cheaper to buy) 25c.; trial size, 10c. Use it on fishing tackle, guns, bicycles, phonographs and sewing machines.

WM. F. NYE, NEW BEDFORD, MASS.

How to Own Your Home

Does This Appeal To YOU?

The result of paying your landlord \$25 per month rent for twelve years is this:—You have a bundle of rent receipts; he has \$3600, and the house.

By Our Plan You Can Own the House

in the same length of time, and without paying any more money.

It is a practical business proposition, backed by reputable business men, is easy, cheap, and safe, and has been in successful operation for years, helping hundreds of rent payers become home owners.

There is nothing speculative about the plan—you take no risk—your money is fully protected.

Write for our book of information giving full details—it is free.

Security Building Company
1005 Insurance Bldg., Rochester, N. Y.

Read-LIFE AND LABOR

OUT JAN. 1, 1911

For all who wish to be up to date on the social questions of the day.

10c per copy, \$1.00 per year

CLUB RATE 5 SUBSCRIPTIONS FOR \$4

Published by The National Women's Trade Union League of America, 79 Dearborn Street, Chicago

IN ANSWERING THESE ADVERTISEMENTS PLEASE MENTION COLLIER'S

IN ANSWERING THESE ADVERTISEMENTS PLEASE MENTION COLLIER'S



The Lullaby Brooder

Poultrymen!
You lose too many chickens

Don't let another day pass without trying out the Lullaby yourself.
Equally as good whether for brood of 25, or 100, or 10,000, broods of 25 each.
Saves time, labor and big losses you have experienced in the past.

Freeport, Me., February 21, 1910.
The Park & Pollard Co., Boston, Mass.,
Gentlemen: I received the brooders and have 40 chicks in one of them. I am delighted with it and shall send for more.
(Signed) MRS. CHAS. T. LAMBERT.

Only \$1.50 Delivered

And your money back if not what we claim—you take no chances for you are to be the judge.

But once you have used the Lullaby, your troubles will be over, your work more pleasant and decidedly more profitable.

Order the Lullaby of Your Dealer Today

If he will not supply you, order of us direct.

Anyway, write today sure for our Poultry Almanac—tells all about the Lullaby, and full of valuable poultry information. Worth \$1.00, but free if you write for it.

The PARK & POLLARD CO.

Originals of **DRY-MASH** Feeding System
13 CANAL ST., BOSTON, MASS.

TO POULTRY SUPPLY DEALERS: We want to arrange to deliver the Lullaby Brooder to poultry raisers through a local dealer to whom all inquiries will be referred. Write for our liberal proposition to dealers.



Chicken Raising Made Practical For City People



Hatch chicks in any room with a Handy Hatcher. It weighs less than 6 lbs.; holds 25 eggs; is as accurate as the largest standard incubator and duplicates the hen's nest in every particular. Costs only \$3.50.

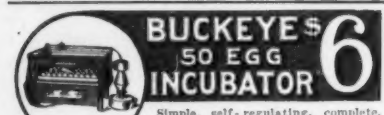
With valuable book—How to System of Home-Made Fireless brooders, and best feeding methods. Send for catalog. **THE HANDY HATCHER COMPANY**, Dept. 12, Kansas City, Missouri.

\$5.20 For a Guaranteed 50 Egg STAHL Incubator

Will hatch every fertile egg. Double Walls. Hot Water System. Self-regulating. 30 years of success. Orders filled same day received.

Thousands of Satisfied Users
30-page catalog shows 50, 100, 200 Egg Machines. Write for it to-day.

GEO. H. STAHL, Box 207-A, Quincy, Ill.



Simple, self-regulating, complete. Guaranteed to hatch every fertile egg. Sold on 30 days' trial with money back in case of failure. 150,000 in use. If your dealer doesn't keep them write to us. We'll send you our catalogue and "31 Chicks from 50 Eggs," Free.

THE BUCKEYE INCUBATOR CO., 569 W. Euclid Ave., Springfield, Ohio
Builders of Buckeye Portable Poultry Houses
Sold Cheaper Than You Can Build Them

The Incubator of Quality

WORLD'S BEST HATCHER
The latest improved machine of Robert H. Essex, of incubator fame. Full particulars in 1911 catalog, in which Mr. Essex explains "Why some people make money in the Poultry Business where with equal chances others fail." Your copy free.

ROBERT H. ESSEX INCUBATOR CO., 102 Henry St., Buffalo, N. Y.

100 Egg \$7.15

A Genuine Reliable Incubator at less than price asked for these cheap pasteboard, iron, walled machines. Perfect, reliable, hot air double safety and ventilating system and at Lowest Price. We Pay Freight out of Denver. Send for our Free Book and special offer or better yet Send Order Today.

Reliable Incubator & Brooder Co., Box 1136, Quincy, Ill.

125-Egg Incubator and Brooder

Freight Paid Both for \$10
Hot water; double walls; copper tank—best construction. Guaranteed. Write a postal today for Free Catalog.

WISCONSIN INCUBATOR CO., Box 112, Racine, Wis.

MONEY IN POULTRY AND SQUABS

FOY'S BIG BOOK tells how to start small and grow big. Describes World's Largest Poultry Farm; gives great mass of poultry information. Lowest prices on fowls, eggs, incubators and brooders. Mailed in stamps.

F. FOY, BOX 24, DES MOINES, IOWA

care for a lawn and garden adds to their health and wealth.

This may be a rambling account and far from the point I wished to gain, but there is a five-year-old Joe Boy at my feet spelling words with his blocks and distracting my attention, and a dear little three-year-old Jeannette telling me her little motherly doll troubles.
Mrs. H. W. Y.
Canton, Ohio.

Prices High in Tennessee

EDITOR COLLIER'S:

SIR—I am very much interested in the Missouri housekeeper's solving of the problem of high prices. The rib roast for 30 cents that lasts four meals must be a more generous cut than our butcher gives. Our steak at 30 cents, lasting three meals, I think is strict economy, but in our town a roast of any kind can not be bought for 40 cents.

She quotes rabbit at 5 cents; ours are 15 and 20—never less than 10 cents. They could not have eaten much butter at 25 cents per week, with creamery butter at 40 cents per pound and country butter 30 and 35 cents. So, for most items. We have a family of four, and my grocery and meat bill is never less than \$35 a month, and I thought that was strict economy. We have guests also, and they always call for a little more.

I can not help but feel, if she lives well on \$99.50 a year, I must be wofully extravagant to spend \$35 per month—not including milk and ice—and I should be glad to learn where to cut down prices.

MRS. J. H. RINGGOLD.

Knoxville, Tenn.

Move to Missouri?

EDITOR COLLIER'S:

SIR—I wonder if we had not all better move to Missouri. My husband and I can not live in Des Moines for \$99 per year.

Should we buy a two-pound broiler, there might be enough left after one meal for creamed hash on toast, but more likely only for chicken and rice soup. A pint of fruit, which lasts our Missouri friends two meals, would look homesick here before a luncheon of bread, butter, and fruit was hardly begun. A pint of milk a day for a cereal in the morning, a creamed soup and an escalloped dish for dinner! Surely it must be Jersey.

There are 365 days per year; three meals per day making 1,095 meals for each person per year. Multiply that by two, and the poor \$100 has to spread over 2,190 meals, allowing about 4½ cents per meal.

Where, oh where, can we go to live on fried chicken, creamed bunny, and fruit at 4½ cents per meal? Granted that the other meals do not cost so much as dinner, your dinners alone at 20 cents for each person, 40 cents per dinner, will cost you \$146 per year. I do not believe any woman with a market basket on one arm and the same-sized purse as mine on the other can provide so much better for her family than I for mine.

MRS. LILLIE Y. MCKINNEY.

Des Moines, Iowa.

The Lady from North Dakota

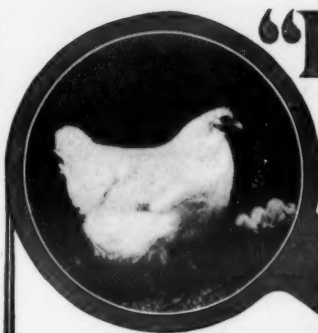
EDITOR COLLIER'S:

SIR—I read with much interest, and called the attention of my husband and house partner in this business of home economies to the thrilling near-romance in your issue of November 19, entitled: "The Way of a Poor Man's Wife."

Not being from her State, I do not require any proof as to the accuracy of the figures as given by the lady from Missouri. Her statement is sufficient. Missouri surely is the El Dorado of the housekeeper, but people will continue to live in—well, say North Dakota, where the coal bills alone for the months of December and January would exceed \$30, were a six-room house to be comfortably warmed.

At prices not yet at their highest notch here, butter is 30 cents a pound, eggs 30 cents a dozen, cream 40 cents a quart, and milk 7 cents; the best brand of canned fruit is 30 and 35 cents a quart, and the high price of fresh fruit makes home canning poor economy; potatoes are \$1 a bushel, and meat—in the progressive towns, keen for civic improvements, the taxes call for a hero to face them, and the house that rents for \$100 a year in Missouri would be leased for no less than \$180 in this particularly choice section of the Promised Land.

Yet the day laborer most unskilled gets his \$2 wage, and as for those two men who have always been considered the poorest from a financial standpoint, the preacher and the printer, they make and invest money in North Dakota. As one of the latter endowed me with all his worldly goods, which consisted of a country weekly



"Kellerstrass Way" of Raising Chickens

I have written a book that tells how I took a flock of 1638 chickens, and made them net me a profit of \$11.09 per bird in 12 months' time.

It tells how I made \$3,600.00 in one season from 50 hens, on a city lot 24 x 40, just by feeding the scraps from my table three times a day. I'll give you the names of those who paid me over \$2,000 for the eggs alone from these hens. You can write to these people.

I tell you, in this book, how I make my chickens weigh 2½ lbs. in eight weeks. I tell you how I prepared my chickens for the show room so that I won over 90 per cent of all the blue ribbons offered during 1907 and 1908.

This valuable information has never been published before. T. S. book tells how I feed my chickens for egg production—how I keep them healthy and free from disease—how I break up my broody hens without injury to them. I tell you how I pack my eggs so as to keep them fresh—how I make my chickens to

produce best results in fertility of eggs and quality of offspring. I tell you how I operate my incubators and brooders—how I supply moisture. I tell you how I raised my famous \$10,000 hen "Peggy"—and how I produced my big egg-laying strain. I tell about broiler-plants, egg-plants, etc.

It covers all branches—it tells everything necessary for successful poultry raising. It tells how I started, and what I have accomplished.

It shows you a picture of the first hen house I built, 6 x 6 feet in size. It contains over 50 full-page pictures of buildings and views taken on my farm. It was written from actual, practical experience.

"I Made \$18,178.53 Net Profit In One Year Selling Chickens & Eggs"

Here are a few expressions from those who have received my book—see what they have to say:

BURNETT, CAL.

Kellerstrass Farm, Kansas City, Mo.

I received your book sent me Saturday a. m. It would have been worth me \$500.00 if I had had it last spring. "Good Book," common sense learned by hard-earned experience. Worth \$1,000 to me.

Respectfully,
L. R. HAYWARD.

Best dollar's worth I've ever received.

CHAS. F. GOETZ, Buffalo, N. Y.

OKLAHOMA CITY, OKLA.

Mr. Ernest Kellerstrass, Kansas City, Mo.

Dear Sir:—Your late poultry book received, and I have received very much valuable information therefrom. I believe I can now begin the poultry business intelligently and successfully.

Yours respectfully, T. W. SHACKELFORD.



Heaviest Laying Strain in the World

I have sixteen of your hens that averaged two hundred and thirty-one (231) eggs per bird in 12 months. LAWRENCE JACKSON, Pennsylvania.

It was a rare treat to spend a day in September at the Kellerstrass Farm, where were originated the Crystal White Orpingtons, now famous the world over. Mr. Kellerstrass exhibited upwards of \$25,000 worth of birds at the Chicago Show.

Western Poultry Journal, Cedar Rapids, Ia.

There isn't a thing that would make you successful in the poultry business that is not fully shown and explained in this book.

Send \$1.00 and I'll Send You a Copy of this, My Latest Revised Poultry Book
ERNEST KELLERSTRASS, Publisher
8383 Westport Road KANSAS CITY, MO.

"Poultry Raising For City People"

First Cost Is Light—Profits Big—Time Required, Spare Moments

EVERY CITY MAN SHOULD HAVE A HOBBY—"Something to do" at spare moments to get his mind off business.

Why not a profitable hobby? There are back yards enough in every city to raise all the poultry its inhabitants consume. The alley garbage cans will furnish food enough to feed millions of chickens every year. How about your back yard? And why not have a profit hobby? At small expense build a poultry run and chicken house. At little cost an Old Trusty Incubator will easily produce chickens enough to supply your family and your neighbors' families with poultry and eggs, and to spare.

Stop to think that a five pound chicken brings \$1.25 or more at a city market, and strictly fresh laid eggs often find ready sale at a nickel each in any city, so poultry raising soon becomes "a profit hobby."

There is only one best way to start right.

Send for Johnson's big free book and catalogue of poultry raising for profit and full description of Old Trusty Incubators and Brooders, the biggest selling incubators and brooders in the world. Johnson

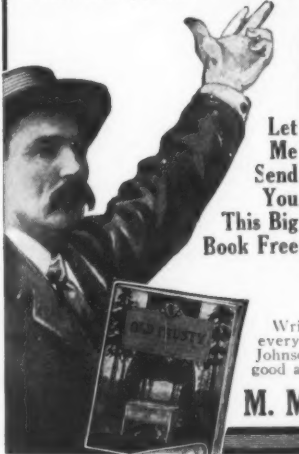
sold 75,000 Old Trustys this last year. Thousands of them went to city buyers—to people who raised chickens as a hobby and for a profit. Why not turn your table scraps into high priced poultry and furnish your own table with today-laid eggs?

Johnson's big 1911 book with hundreds of photographs tells all and gives practical working information on the whole subject of poultry raising for profit. Johnson writes the book himself, gives his 35 years' experience together with the combined experiences of many thousands of satisfied users of Old Trusty Incubators and Brooders throughout the world.

Old Trusty Incubators are sold at actual factory cost plus 7% profit direct to users, all freight charges prepaid on ninety days' free trial. Price less than \$10. Why not write today and let him tell you how much less than \$10 he'll deliver an Old Trusty to your freight station, all ready to run?

Get the poultry habit for a hobby. Thousands of others are getting it. Why not get your share of the back yard profits?

OLD TRUSTY INCUBATOR



Let Me Send You This Big Book Free

Less Than \$10 Now and Johnson Pays the Freight

—30, 60, or 90 Days' Trial

—10 Year Guarantee

—80% or better Hatches Guaranteed

Write today for my big book—hundreds of photographs and every page a poultry sermon easy to follow for big profits. Take Johnson's word for it, you cannot spend a penny or 2 cents to such good advantage. Address

M. M. JOHNSON, Incubator Man Clay Center, Neb.



GRANDMOTHER'S Rainbow Collection of Sweet Peas

All the exquisite shadings of the Spencer types
Enclose us 10 Cents, Stamps or Coin,
and we will mail you one half
ounce package; also our catalog
for 1911 included FREE, which is
beautifully illustrated and full of
New Novelties. Others are se-
curing this liberal offer. Why
not you? Write to-day.

WM. ELLIOTT & SONS
45 Vesey St., New York



Seeds, Plants, Roses,

Bulbs, Vines, Shrubs, etc.
Hundreds of car lots of
FRUIT and ORNAMENTAL TREES, 1,200 acres,
50 in hardy Roses, none bet-
ter grown. 44 greenhouses
of Palms, Ferns, Ficus, Ge-
raniums and other things
too numerous to mention.
Seeds, Plants, Bulbs, Roses,
Small Trees, etc., by mail.
Immense stock of **SUPERB CANNAS**, the
queen of bedding plants. Acres of **Paeonias**, and
other **Perennials**. 50 choice collections cheap in
Seeds, Plants, Roses, etc. Elegant 168-page Cat-
alog **FREE**. Send for it today and see what values
we give for your money. Direct deal will insure
you the best at first cost. 57 years.

The Storrs & Harrison Co., Box 183, Painesville, O.

**Make Your Hens Lay
by Keeping them Well**

Send us your poultry supply de-
aler's name and we will send you
(FREE) a copy of J. C. Nuckols' val-
uable book, "POULTRY DISEASES
AND HOW TO PREVENT THEM," also
a small sample package of
ESSO CHICKEN CHARCOAL.
If you prefer a larger package of
the charcoal, inclose seven cents in
stamps to pay cost of mailing.

The S. Obermayer Co.,
657 Evans St., Cincinnati, O.

The Sure Hatch Incubator!

The Only One With Every Feature
Approved by Government Experts
(U. S. Dept. of
Agriculture
Bulletin No. 236.)
Keeps air space
between walls
deep chick nur-
ery etc. 30 days
trial—costs less than
other reliable incubators. Write for
catalog.

SURE HATCH INCUBATOR CO.
BOX 120 FREMONT, NEB.

**\$7.55 Buys Best
140-Egg
Incubator**

Double cases all over; best copper tank;
nursery, self-regulating. Best 140-chick
hot-water brooder, \$4.85. Both ordered
together, \$11.50—Freight Prepaid
(E. of Rockies). No royalties at any
price are better. Satisfaction guar-
anteed. Write for book today or send price and save waiting.

Belle City Incubator Co., Box 78 Racine, Wis.

**\$1000 120-Egg Incubator
120-Chick Brooder**

Biggest Value Ever Offered
Safest, surest hatcher made. Metal cov-
ered all around. Self-regulating. Big
Free Book tells about the famous
Freight prepaid East of the Missouri River
and North of Tenn. Send for Free Cata-
logue and bargain offer.

J. W. MILLER CO., Box 25, Freeport, Ill.

RAYO INCUBATOR
SAVES 2/3 COST OF HATCH

Only up-to-date incubator made—12
superior points. A money maker. A
money saver. Write today for Free Book.

THE RAYO INCUBATOR CO., Wood St., Blair, Neb.

SHOEMAKER'S BOOK on POULTRY

and Almanac for 1911 has 924 pages with many
colored plates of fowls true to life. It tells all about
hens, their prices, their care, diseases and remedies.
All about incubators, their prices and their opera-
tion. All about poultry houses and how to build
them. It's an encyclopedia of chickenhood. You
need it. Only 15c.

C. C. SHOEMAKER
Box 808 Freeport, Ill.

200 Egg Incubator \$3.00

No freight to pay. Actual hen in Natural Hen
Incubator heats, ventilates, controls everything.
No lamp, no costly mistakes. Best hatcher in
the world. Agents Wanted. Catalog free.

N.H.I. Co., 1349 Constance St., Dept. 55, Los Angeles, Cal.

**140 Egg Incubator and 140
Chick Brooder both for
\$10**

Made of California Redwood, metal
covered, copper tanks, double walls,
complete, ready to use. Catalog free.

Ironclad Incubator Co.
Box 78 Racine, Wis.

and some debts, several years ago, I know
whereof I speak. The newspaper office in
the hustling Northwest is no place for a
committee meeting. As to the preachers,
enough to say that in this town of 2,000
souls the pastor of the smallest of six
churches gets \$1,200 a year. Everybody
wears as good clothes as his financial
standing warrants, and although dress-
suits are not considered *de rigueur* for
formal functions, still it is not at all im-
proper for moderately décolleté evening
gowns to fraternize with simple afternoon
costumes and white linen shirt-waist suits
at the dances and other evening affairs.

The average Western man lives on a
larger, broader scale than his brother back
home. He may not always give the Lord
His tenth, but his fellow men can usually
call on him to the limit. And, do you
know, I think it is because he has cream
for his cereal and morning cup of rich,
fragrant coffee, meat and potatoes twice
a day, with plenty of eggs, fruit, and vege-
tables, and, to cheer his soul, pie and
doughnuts whenever his spirit listeth. Dear
Editor, tell me truly, would milk on your
breakfast food put a twelve-hour smile on
your face, and do you think a potato and
a half contains sufficient starch to keep
your backbone stiffened for the editorial-
political fray?

THE LADY FROM NORTH DAKOTA.
Lisbon, N. Dak.

Living on \$20 a Month

EDITOR COLLIER'S:

SIR—The lady from Missouri says she
and her husband live on \$600 per year,
which she thinks is extremely low. Our
family numbers six—my husband, myself,
and four small children, the oldest child
being nearly four years old. We live com-
fortably and decently on a great deal less
than \$600 per year, and have as many
luxuries as the lady from Missouri. My
husband's salary is \$55 a month, including
rent free, a five-room house. Out of this
he saves \$35 a month.

Our city water bill is \$5 per year; tele-
phone, \$15; two daily papers, \$8.32; two
magazines, including COLLIER'S, \$8.50; in-
surance on husband and myself, \$5; milk,
8 cents a day; gaslight and heat vary from
as low as 18 cents a month during the sum-
mer months to as high as \$3 a month in
the dead of winter.

Our meat costs 15 cents per day, which
makes two meals—10 cents worth of round
beefsteak or 10 cents worth of pork or veal
does for dinner, 5 cents worth of meat
called "puddin'" for supper. One pound of
butter, 30 cents; one pound of lard, 15
cents; one-half bushel potatoes, 32½ cents;
one-half gallon of buttermilk for griddle-
cakes for breakfast lasts us a week. Break-
fast consists of griddle-cakes and coffee,
with milk and sugar. We all drink tea
and coffee with milk and sugar. My hus-
band's parents give us clothes as Christ-
mas gifts, and they clothe the oldest child.

Our incidentals don't amount to much,
as my husband is handy, and does the
family shoe-repairing and gas-fitting in
the fall and disconnects it in the spring.
My husband gets two weeks' vacation each
year with pay, and we visit my parents.
What we spend for pleasure then, we save
by not being at home.

SUMMARY	
Salary	\$55 per month
All expenses	20 " "

Balance deposited in bank, \$35 " "

Marietta, Ohio. MRS. F. H. MCC.

Missouri Provisions are Cheap

EDITOR COLLIER'S:

ADMITTING that the Missouri woman
sets a palatable and nourishing table
on 27 cents a day, I remain entirely uncon-
vinced as to the possibility of that table
being set for that amount in the average
village or town in the United States. We
live in Los Angeles, and the prices here
are fully as low as any on this coast.

The Missouri woman seems to have ob-
tained her provisions at a rate of half,
and in some cases less than half, that those
same provisions would cost in the average
town or city. If one can judge by the mar-
ket reports. For instance, the item eggs,
ranging from 12 to 29 cents in her list of
expenditures, in the average budget, would
cost from 25 to 65 cents. In her second
letter she cites 26 cents as the cost of a
two-pound broiler. In our city a broiler
of that size costs from 70 to 80 cents (35
and 40, and rarely even as high as 50
cents a pound). A rabbit for 5 cents! In
our market one costs 25 cents. One rib
(the smallest rib roast a butcher can cut)
will cost 60 to 80 cents here as against
the 30 cents of the roast from Missouri.

Yours sincerely,
IRENE JENNER.
Los Angeles, Cal.

HERE'S the place where
two farmer's sons have
built up a business of over **\$100,000 a year**



READER: If you want to make money
with poultry as the **Curtiss** brothers are
making it, subscribe **now** for the **FARM
JOURNAL**, and get with it the new

Curtiss Poultry Book

which tells how Roy Curtiss, a New York farmer's
son, starting with a few neglected hens, has built up
at the famous **NIAGARA FARM**, the *largest poultry
plant in the world*, with sales of **over \$100,000 a year**.

Roy wanted to make some money. He saw
that the hens on the place were almost entirely neglected,
and proposed that if his father (a grain merchant and
farmer) would furnish the feed, he (Roy) would take care
of the flock, and supply eggs and chickens for the farm
table, and all that were left over were to belong to him.
His father agreed and Roy went to work.

In two years he was using so much feed that his
father had to cry quits, but the boy kept right on. He
had grit and "go," just like *your* father's boys, and was
determined to succeed. He would start at two o'clock
A. M. for Niagara Falls, thirteen miles away, with poultry
and eggs to sell. His brother joined him in the business,
and it grew and grew. They took the farm, paid off
the mortgage, built and added to their plant, learning
slowly how to avoid losses and make profits. Their
tender spring chickens and delicious ducklings captured
the best hotel trade of Niagara Falls, Buffalo, and the
Adirondacks, and they began to see "big things" in the
poultry business.

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chicks shipped without loss even to Kansas or Florida, is really wonderful.

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incubators, handling eggs, feeding, killing, dressing, packing, and marketing.
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formulas have been gradually modified and improved, until now they bring the best results
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to the country to make a home. If you care about outdoor life, or plants, or pets, or
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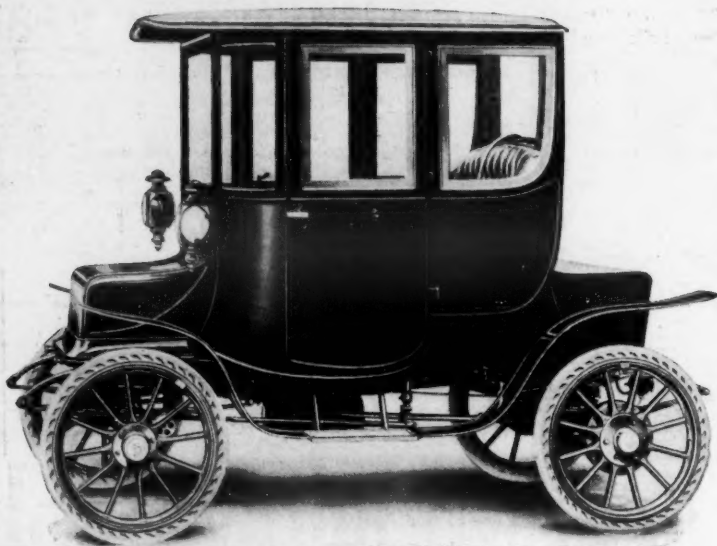
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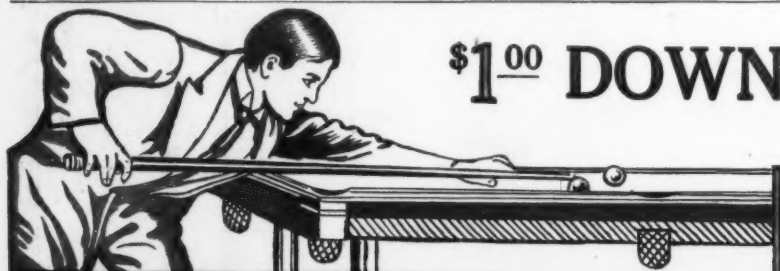
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The End of Free Land

(Concluded from page 15)

5,000,000 acres were in the hands of ranchers. That left Canada, by her own official estimate, 161,000,000 acres of free land. But what about the great tide of immigration for these years? Half a million American people have gone to Canada, half a million British, and a million non-Saxon settlers. Sir Wilfrid Laurier, the Premier, estimates that 2,000,000 people have gone into Canada between 1899 and 1909. If each of these had taken up a free homestead of 160 acres, the ten years' immigration would have absorbed 300,000,000 acres of land; but, of course, each immigrant did not homestead 160 acres; 50,000 immigrants were Italian navvies, 50,000 Russian Jewish factory hands, at least 100,000 of the British and American city dwellers, and a large proportion of the immigrants may be regarded as women and children. Yet the proportion of women and children is not high for pioneer years; for of the 500,000 Americans, 388,000 were homesteaders. Suppose of the 2,000,000 settlers one-third were men. That gives something over 600,000 farmers. Grant that each took up 160 acres—that absorbs nearly 100,000,000 of the 171,000,000 acres of free land; and, as a matter of fact, many of the settlers homesteaded one free section and buy the next, so that holdings average nearer 320 than 160 acres for a farmer. That reduces your free land area in the Canadian Northwest by a big slice.

So much for the figures! What are the facts when you go out on the ground? I crossed the prairie of Canada four times two summers ago—three times by train and once by canoe; and I found settlers back as far as the very northern limit of free prairie land. Though the all-day sunlight of the North ripens wheat fast enough to escape early frost even as far up as the Mackenzie, the Mackenzie River country may be counted out of the reckoning in free farm land, for, except in patches, the land is not arable. The same may be said of Peace River, with the exception of three or four sections. Peace River is a magnificent grazing country, comparable in area to the Upper Missouri; but except in sections, Peace River is not a wheat country. Wheat is grown there, magnificent Al hard, bred from a soft Kansas wheat; but the wheat section is small in proportion to the whole area. I have been taken to task for saying this when my way did not lead across Peace River; but

as my authority is the man who was sent in three times by the Government to report, the facts are probably more accurate than if I had gone in myself. Canada's free land section may be taken as from 70 miles north of the Saskatchewan, south to the boundary. What did we see? Settlers 50 miles north of the Saskatchewan, and the best land already picked up between the Saskatchewan and the boundary. Cities have sprung up where but six years ago there was a howling waste of prairie. Farms have cut the buffalo plains into checker-board patches.

Ten years ago you could buy land in the Kootenays or on the Upper Fraser for \$2 an acre. To-day you must pay \$25. Ten years ago you could buy prairie land for \$4 an acre. To-day the upset price is near \$12. Suppose Canada continues to have 200,000 colonists a year—and the tide is not slackening among the homesteaders—her free land will not last much beyond the free land of the United States.

We are at the very end of free land in America. This does not mean that you can not buy Western land. You can always buy if you have the price to pay; but it does mean that the price is going to increase, increase so that the big holdings will be broken up into smaller farms, increase so that speculators will sell, increase so that farmers will not be content with net profits of \$10 an acre.

To-day only 44 per cent of farm lands are worked—only 20 per cent are worked according to improved methods. Farms of 160 acres net such small returns in the semiarid Western States that they barely support a frugal family. In Belgium the average farm is 5½ acres; in Germany, 19 acres; in France, 34 acres; in Great Britain, 63 acres; in Hungary, 21 acres; but in these countries the farmers are not contented with net returns of from \$3 to \$10 an acre. Hops in France yield \$153 an acre; tobacco, \$93; flax, \$72; beans, \$62; hemp, \$54; vineyards, \$49; sugar beets, \$47; wheat, \$21; barley, \$16; oats, \$15; and the net yields are equally high for Germany and England. We raise an average of from 12 to 16 bushels of wheat an acre on our big farms. European countries raise from 24 to 40 bushels on their little farms. Whether the end of free land will send prices still higher depends on whether we mend our methods. Nature has a certain way of forcing reforms.

The Servant—In House and Hotel

A Letter, an Answer, and a Moral

NEW YORK CITY, Dec. 2, 1910.
EDITOR COLLIER'S:

Sir—There are a number of reasons why girls prefer very hard work in laundries, factories, and stores to work as domestic servants. Briefly stated, they are:

Servants' positions differ widely in different households. We all know women as considerate as "Housekeeper"; we all know, also, women who treat their servants like beasts of burden, working them hard, lodging them in stuffy cubby-holes under the roof, giving them only one chance a week to get out-of-door exercise, and treating them with irritability. The average place lies between the two extremes. Laundries also differ; one, which seems to head the list and thus correspond to "Housekeeper's" offer, lets its girls out at three o'clock nearly every afternoon.

I read "Housekeeper's" letter to a teacher who happened to be with me, and by coincidence she herself had once worked as a domestic in three houses just because she was anxious to find out why girls so hated service. She said:

"It is not the social stigma the girl dislikes; it is the social solitude. However lovely the home in which she works, it is not her home. She is an intruder. You can not imagine how terrible it is to go into a room and have your presence absolutely ignored."

"All day you work in solitude. Even if the mistress comes out to the kitchen to talk to you, it is not companionship. The work is your only common interest; you live in different worlds. If there are two servants kept, there is the chance that the other one may be congenial, but usually the cook is older than the housemaid; perhaps you will like each other, and perhaps not."

Dr. Oliver, in a classification by employment of a thousand cases of insanity at Newcastle (England) City Asylum, finds 14.6 per cent of them domestic servants. In contrast only 0.46 per cent were shop girls. In a Preston, Lancashire, asylum report, 26 out of 196 admissions were domestics.

Taken case by case, I do not believe that the domestic servant is better off than the laundry girl. MARY ALDEN HOPKINS.

IN COLLIER'S for November 26 Mary Alden Hopkins published an article called "Living In' in a Hotel," describing the life of a group of girl workers in the hotel laundry. Among the letters of comment received was the one printed below and signed "Housekeeper." It raised a pertinent question, and was sent to Miss Hopkins with the request that she reply briefly. What she says in explanation follows "Housekeeper's" letter—a succinct statement of the tragedy of service.

EDITOR COLLIER'S:

Sir—I have read with much interest the article in your issue of November 26, entitled "Living In' in a Hotel"—all about the hardships of twenty-four laundry girls in a fashionable hotel in New York. It is a pitiful tale, calculated to arouse one's sympathies to the extent of exterminating that fashionable hotel were it possible. But there is just one thing I would like to have made clear: Why do those girls prefer that kind of service to work as cooks or housemaids in private families?

I am a person of fair income and small family, and have a large and convenient house. I pay my cook \$6 per week, a housemaid \$5 per week. They have a comfortable, well-ventilated, heated room, the best of food, and are treated with consideration. And yet it is with difficulty I can get girls to fill the positions, and when I am so fortunate they are rarely capable.

Mine is not an isolated case; hundreds of women have the same trouble.

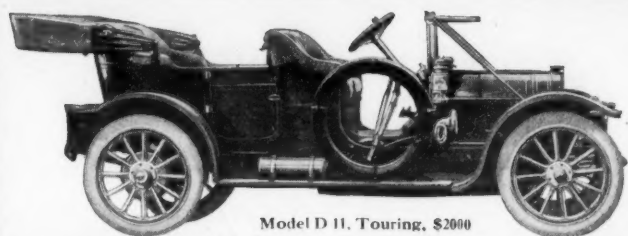
It can not be that the social position of the girls is better. I fail to see how much higher, socially, are girls subject to the gulling of Boney and Jakey to those in domestic service. Nor can it be short hours, since little Margaret lamented that she could not get out to buy a pair of shoes. Neither can it be that girls prefer to work till their very bones ache in a room hot and steamy.

A little light upon the whys and wherefores of this situation, if you will give it, will be appreciated by overburdened housekeepers. HOUSEKEEPER.

Wheeling, West Virginia.

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